A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 4, 1963

Business Bulletins *from around the world*

ARGENTINA—New tariff system (Decree Law 6,771/63), based on Brussels nomenclature, and consolidating multiple rate structure into single-column ad valorem figure, just made public. It will not enter into force until Jan. 1, 1964, and probably will be subject to some rate revisions before then, according to Buenos Aires Embassy report.

In first 7 months of 1963, U.S. exports to Argentina amounted to $143.9 million, or 25% of market. In like 1962 period, U.S. exports totaled $236.3 million, or 30% of market.

BELGIUM—Fairmont Foods Co., Omaha, joins Viking International, S.A., in Fairmont-Viking, S.A. Firm to enter European ice-cream market on large scale with packaging, distribution, and cold storage of products.

Texaco Belgium planning refinery in Ghent port-area of Ghent-Terneuzen Canal for making petroleum additives and greases. Proposed investment announced is over $12.4 million.

FRANCE—Harris Intertype Corp., Cleveland, Ohio, has acquired a $2 million interest in two French manufacturers of printing equipment, Marinoni S.A., and Etablissements Edouard-Lambert S.A.

Kraft (division of National Dairy Products, N.Y.) through their German subsidiary Kraft of Frankfurt, now controls French cheese firm Picon (200 workers; $8 million sales in 1962).

Beef may be imported from South America to prevent price increases.

GHANA—Issue of 750,000 ordinary shares (valued at $2.80 each), offered by National Investment Bank for public purchase in last half of September, were taken up in full by closing time of the subscription list. Issue is first offering of 2.5 million ordinary shares allocated for subscription by private sector under 1963 National Investment Bank Act. Remainder of Bank's $28 million authorized capital reserved for Government, which has paid in $7 million.

GUATEMALA—Minister of Economy in early October awarded "new industry" benefits under Industrial Development Law to following three firms: Industria de Oleaginosas de Escuintla, S.A. (IODESA), vegetable oils and fats factory with authorized capital of $1 million scheduled to begin production in November; Fabrica Novoplast, manufacturer of miscellaneous plastic articles, costume jewelry, and some toiletry accessories scheduled to begin production in January 1964; and Television Centroamericana, Ltda., to manufacture 17- and 21-inch television tubes, three-dimensional television screens, turntables, radios, other electrical apparatus in Guatemala City.

INDIA—U.S. Ambassador Bowles announces in Calcutta two U.S. loans totaling $44.5 million to Coromandel Fertilizers Ltd., a new private sector company organized by one Indian and two American firms. Plant will produce 365,000 tons of ammonium phosphate and 16,500 tons of urea annually.

A 4-man Polish team has recommended establishment of two plants for manufacture of cellular concrete blocks at cost of $2.1 million each. These plants will produce blocks by process obviating use of cement through utilization of "fly ash," a waste product of thermal stations, together with admixture of lime and some gypsum and aluminum.

IRAQ—United States surplanted United Kingdom as leading exporter to Iraq in May 1963, according to Central Statistical Department of Ministry of Planning. Of total U.S. exports to Iraq of $3.8 million, automobiles, machinery, and pharmaceuticals led.

ITALY—Government and Fiat reportedly have approached Government of Burma with offer to set up automobile and tractor assembly plant in Rangoon, including a 10 to 15-year loan for capital requirements. Small number of Japanese Mazda vans are now assembled in Burma. Soviet and Czech aid deals include proposals for establishment of facilities for tractor assembly.

JORDAN—Amman Municipality to issue tenders in November for construction of new municipal water system estimated to cost $2.5 million. Project will include new pumping station as well as replacement and extension of existing pipe system. International Development Agency (IDA) loan for $1 million has been granted, but contractor will probably have to arrange rest of financing.

Feasibility studies for ceramic industry are completed, exploration for clay deposits continues. If enough clay discovered, Government will be interested in establishing facilities for making wall tile, sanitary ware, and dinnerware.

MOROCCO—Richfield Oil Co. of San Francisco has joined Canadian-Delhi International Co. in oil exploration in Ksares-Souk area of Morocco. Canadian-Delhi, associated with Allen & Co. of New York, has been operating in the project under an agreement with Moroccan Office of Mining Research and Development (BRPM). Richfield Oil reportedly is to provide technical assistance.

NIGERIA—November 1963 opening date for $2.8 million Kaduna Hotel announced by Northern Nigeria Economic Planning Ministry. New 7-story luxury hotel to ease critical hotel-space shortage in Northern Region capital city.

PHILIPPINES—Newly elected President of islands' Chamber of Commerce urges more aggressive promotion of U.S. products in Philippine market, warning of competition from Japan, West Germany, and other European suppliers. In speech to Philippine-American Chamber of Commerce in New York, he also urges joint exploration of trade relations following expiration of Laurel-Langley Agreement.

SAUDI ARABIA—Ministry of Petroleum and Mineral Resources to award new $2 million contract to Robert H. Ray Co., American firm, to carry out further seismic surveys of Red Sea offshore area and certain areas in central part of country. In earlier exploration, Ray Co. discovered oil in offshore area, 120 miles south of Jidda.

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Address correspondence concerning editorial content to: The Editor, International Commerce, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

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the cover

When the Alliance for Progress charter was signed at Punta del Este, Uruguay, a little over 26 months ago, the symbol on our cover was unknown. It has a vital meaning today, and this issue of INTERNATIONAL COMMERCE tells something of the progress that has been accomplished. Much is yet to be done, and new steps will be taken at the conference now being held at Sao Paulo. See pages 2 to 36.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

November 4, 1963 — Volume 69, Number 44

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Two Years of the Alliance

By Teodoro Moscoso, U.S. Coordinator of the Alliance for Progress

TEODORO MOSCOSO

It is no longer necessary to give a reason for discussing the problems of Latin America. Events there in the past 3 or 4 years have had a powerful impact on the American public. The area has moved from virtual oblivion to the front pages of our newspapers. The image of the sleepy Latino, of the tourist paradise, of the fiesta that yields good pictures for home movies, has radically and rudely changed.

Now we think of Latin America as a hotbed of Castro-Communism, of feudal rule and unreasonable reluctance to go along with us in policies that we believe are good for the region. The trouble is that these current notions are just as oversimplified as the superficial romanticism that colored our thinking about Latin America in the past.

The one thing that is unquestionably true is the simple but immensely meaningful statement President Kennedy made a few months ago: "I regard Latin America as the most critical area in the world today."

Variety

The Latin America with which we deal today is 19 different countries, with 19 different sets of problems and opportunities. Most of the people speak Spanish. The single largest nation—with a third of Latin America's population—Brazil, uses Portuguese. But millions of people in these countries don't speak either of these languages. Guarani is the Indian language of Paraguay, Quechua and Aymara are the major languages of the Andean countries, and many other dialects are spoken by smaller groups of indigenous people, most of whom do not figure in the money economy and hardly are aware that they are citizens of the countries in which they live.

Some Republics have long traditions of constitutional democracy, while others are only now emerging from a succession of strongman dictatorships. Some have firmly rooted private and public institutions, which need reshaping under the impact of social ferment and economic pressures. Others have as yet no firm institutional base.

Some are industrially developed, thanks in large measure to immigrants from Europe—from the same countries who sent the millions of people that helped build our nation—Italy, Germany, England, Spain and Portugal. Most are essentially agricultural—with too many people working too hard to produce too little.

A few Latin American countries boast highly developed educational systems, with literacy rates comparing favorably to our own. Most are struggling to reduce the waste resulting from mass illiteracy and to give their people the skills so vitally needed for modern development work.

Some have gone through deep political and social revolutions. Most are now at a pre-revolutionary stage, bent on massive change, and challenging their own leaders and us to help them do the job in freedom and with a minimum of violence. But changes they want and they will get—either with us, or without (and possibly against) us. The man with the hoe will make his voice heard.

Deep U.S. commitment

Since the early years of our Republic, the U. S. has had a deep and unique commitment to the struggle of our fellow Americans for political independence, economic growth and social justice. This commitment has been embodied in the Monroe Doctrine, the Pan American Regional Organization and the Good Neighbor Policy. It symbolizes the brotherhood of the Western Hemisphere—the common interest of the American peoples for building societies capable of providing solutions to popular demands.

But since World War II, none of these policies have been adequate to deal with the rapidly growing problems of Latin America. An industrial ferment which began in the postwar years—induced in part by the near stagnation of rural economies—brought new millions of unskilled workers to the burgeoning cities.

Since the end of the war, Sao Paulo's population has doubled. Mexico City's population increased by 58% between 1950 and 1960. City after city has grown, and the "revolution of rising expectations" has accelerated in the cities. The back windows of some plush apartment houses in Rio de Janeiro open out on a hillside of huts—the favelas, homes without water, light or sewers.

No longer valid

The favela dwellers as well as more fortunate citizens with a social con-

science, began to ask "Why?" The answer: Because this has always been so!—no longer is good enough.

Political and economic thinkers in Latin America have understood the seriousness of the problem for a good many years. The United Nations Economic Commission for Latin America proposed comprehensive approaches to the problems of social and economic development in the hemisphere early in the fifties.

In 1954, the Latin American countries proposed to the U. S. the establishment of an inter-American Development Bank —a regional equivalent of the World Bank—to concentrate on planning and financing the modernization of Latin America. We said "no". It took the disastrous events of the Nixon trip 4 years later to change our attitude. The Bank became a reality in 1960 and has done a fine job ever since.

The Bank was only a partial answer. In 1958, President Kubitschek of Brazil proposed a comprehensive program of social and economic development under the title "Operation Panamerica." Again, we failed to pick up a plan of action that a Latin American leader who knew the urgency of the situation offered us. Another 2 years later, reacting to the incidents involving the then Vice President Nixon, we moved ahead another step, with the Act of Bogota, in which we committed ourselves to a major attack on Latin America's social ills.

But it was not until 1961 that we faced up to the problem in all its complex and deep-rooted aspects.

Totally new

The Alliance represents a totally new approach to U. S. cooperation with our Latin American neighbors. It is not a projection of the bilateral technical assistance programs which were initiated during World War II under the Coordinator of Inter-American Affairs and continued under Point IV. These former activities were programs designed to transmit technical know-how through demonstration projects and training of Latin American technicians.

The Alliance calls for major development efforts by all the Latin American countries in which national and international financial, technical and moral resources are committed to attack the causes of economic underdevelopment, social injustice and political instability. It is an attempt to change the status quo, and to make change itself the hallmark of a new way of life.

Under the Charter of Punta del Este, the primary responsibility for such basic development is placed on the Latin American countries themselves. Each country has agreed to improve and strengthen democratic institutions through the principles of self-determination of its people, to carry out social and economic reform programs and to accelerate the integration of Latin America, and to provide the bulk—an estimated four-fifths—of the total resources required.

DUNE CONTROL: Large crew of men with strong legs, lots of endurance, is pitted against wind and sand.

Uneven gains

The progress achieved during the 2 years since the Charter was signed shows more action by the Latin Americans in the enactment of basic reforms than in the preceding half-century. The picture of tax, agrarian, administrative, and other reforms is encouraging. But it is also uneven.

Some countries have made giant strides while others have only made superficial efforts. In many cases reform laws have been adopted in good faith, but the countries do not have the trained administrators and specialists to implement them and make them effective.

To help the Latin American Governments do this job, we assist them in such areas as national planning, improved revenue collection and public administration. To this technical assistance we add development loans under terms they can afford. But we cannot do the job for them. Only the governments of Latin America can bring about the basic reforms which, soundly conceived and implemented, will ultimately help to make democratic government secure.

Unfortunately, the history of Latin America is full of unhappy experiences with corrupt and irresponsible government, which have bred disillusionment and cynicism among the people, especially the youth. Lack of confidence in their government has made it doubly difficult for Latin Americans to modernize. In less than 2 years the Alliance could not possibly reverse a trend which has such deep historical roots, but a beginning has been made.

2-year record

In the 2 years since Punta del Este, planning for development has got underway in every member country of the Alliance. Seven countries have submitted blueprints for marshalling their internal resources and effectively utilizing external assistance.

Tax reforms are underway in 11 Latin American countries. In many cases, income and property taxes are being applied for the first time in a country's history. We have made it a policy to work with Latin American Governments in generating internal sources of financing for Government programs, rather than seek non-productive budget support from us.

An agreement between our Agency for International Development and the Internal Revenue Service warrants special mention. The IRS is undertaking not only to train Latin American officials in the U.S., but also to provide technical

GOOD TO THE LAST DROP: Along with new classrooms and children's textbooks—milk for lunch.

assistance on the spot in improving tax administration. Cooperation between AID and IRS has already achieved some notable results. Tax administrators from Chile who were trained by the IRS were instrumental in increasing that country's revenues under existing laws and in bringing 2 tax evaders to justice—the first such cases in Chile's history.

Land holding problems have also received more attention than at any time since the Latin American Wars of Independence. Prior to the signing of the Alliance Charter, only Mexico, Bolivia, and Venezuela had basic agrarian reform legislation. Since its signing, 5 more countries have adopted laws and started land redistribution schemes. Five other countries are now studying the most effective and appropriate method to raise both productivity and living standards on the land.

We do not look on land reform as simply the splitting up of large estates and the distribution of the land to peasants. We see it as a complex problem. Aside from changes in landholding patterns—and these need not necessarily be changed in every case—adequate and supervised credit, marketing facilities, technical assistance and many other elements go into the development of a healthy agricultural economy which can produce abundant food for fast growing populations.

Perhaps the most fundamental series of reforms carried out in Latin America during the past 2 years has been in education. The Latin American countries have substantially increased their budget allocations to education and have taken other significant steps to develop their most valuable resource: people.

All of the Hemisphere's resources could be poured into primary education without coming to grips with its need for qualified engineers, economists, professionals and technicians needed to staff government and industry, to draft and execute national plans and develop a productive agriculture. Latin America has an estimated 50,000 engineers and technicians in a population larger than our own, while we have over a million and feel we suffer from a shortage.

In husbanding national and inter-American resources for education under the Alliance, we are seeking a balance between primary and higher education. In the first 2 years of the Alliance, more than 8,000 new classrooms have been built—and teachers trained to use them. Nearly 4 million textbooks have been distributed—often the first books of their kind ever received by the children.

We are supporting technical training programs for workers in a score of countries, ranging from apprenticeship in El Salvador and industrial training in Chile to vocational education in Brazil and Ecuador. Some 40 major U. S. universities are working with 60 institutions in Latin America to help prepare the future professional, technical, administrative, academic and political leadership of Latin America.

Basic reforms and sound public administration of those reforms are essential building blocks of the Alliance.

Personal involvement

The success of the Alliance will depend not only on governmental action but also on involving the people of Latin America directly and intimately in the development process.

Special efforts are being made to this end. Individual projects in community development are underway in many countries to make the people themselves protagonists in social, economic and political development. In Central America and Panama, the rural mobile health project combines minimum medical care for 600 villages with community development efforts. The health teams, made up of local personnel, travelling by jeep, boat and mule-back, collect a nominal and voluntary fee of 25 to 50 cents for treatment and cost of medicine; the fees collected are turned over to committees in each community which invests these fees in community projects of the villagers' choice.

The possibilities for involving the people in their own development under such a project is unlimited, and the response of the people so far has been most encouraging.

Private U.S. resources

On a hemisphere-wide basis. AID has also set in motion programs which harness the resources of U. S. private enterprise, the leading U. S. unions, cooperatives and voluntary agencies to work on a people-to-people basis.

The Alliance cannot succeed without a healthy and vigorous private sector in Latin America. This is so, not for reasons of verbal convention, but because our economies prove the point pragmatically. An effective market economy must be created, and preserved, and the forces of individual initiative allowed to play their creative role in Latin America as they have in Europe, North America and Japan. Thus, Latin American business must feel that it has a stake in the Alliance.

U. S. investment has not been moving into Latin America at the needed rate, but things are not as bad as some have recently suggested. U. S. firms and investments are already playing a role in the development programs of the Alliance, especially in the key area of manufacturing.

But we are not satisfied. AID has developed a number of programs to assist the private sector play its due role in the development effort. These include direct loans; loans to intermediate credit institutions; investment guaranties and proposed tax credits on investments in developing countries. Particularly promising are joint ventures of U. S. companies with local businessmen.

Such joint ventures can be mutually advantageous to the business partners themselves, as well as helpful in knitting closer ties among the individuals working together in such firms.

Labor pitches in

On the labor side, the AFL-CIO has lent its support through the Labor Advisory Committee for the Alliance for Progress. Under its guidance, AID has contracted with the American Institute for Free Labor Development to carry out a Hemisphere-wide effort to combine U. S. and Latin American union resources in training democratic union leaders and developing social projects needed by workers to raise their living standards.

In little more than a year of operations, the Institute has helped establish labor leader training centers in 4 countries as well as a regional training center in Washington; it is now setting up centers in 7 other countries. In the social

projects area, the Institute is working with unions in a score of countries on housing, cooperative and other activities.

Another area of people-to-people action is in the field of cooperatives. In collaboration with the Credit Union National Association, a center for training credit union technicians is being set up in Peru and will be working with groups in 16 countries to develop credit unions which will provide the common people of Latin America with the means to save and borrow at reasonable rates.

In cooperation with the National Farmers Union, a people-to-people exchange of 75 farm leaders from 6 Latin American countries has been started to provide agricultural and cooperative leadership training.

One program that has given us particular satisfaction and that has opened up a whole new field for people-to-people participation in the Alliance is the association formed between the State of California and Chile. State government and leaders in key sectors of California's economic life—especially in agriculture—are doing pioneering work today. They are exploring the possibility of making the accumulated experience and the research and development resources of California available to Chile, which is confronted with problems and opportunities of geography, soil and climate similar to those that California faced long ago.

Success in these California-Chile ventures would undoubtedly lead to other such associations between states or regions of the U. S. and our Latin American sister republics under the Alliance. It would be another large field for people-to-people action—for the involvement of individuals in this country and in the Latin American countries in a program that must be rooted in understanding and cooperation among our *peoples*, and not just in agreements of governments.

Alliance taking hold

Today, more than 2 years after the signing of the Alliance Charter, it is safe to say that the Alliance has grown roots. Throughout Latin America, the housing projects, hospitals, water systems and schools that have been built under its banner are tangible evidence that it has got underway. More importantly, the Alliance has made its impact on political, economic and social discussion and conduct in the hemisphere.

Elections have been held where, without the influence of Alliance objectives and Charter principles, they might not have been held. Even where unconstitutional changes have occurred, the new rulers are likely to pledge new elections and support for economic and social reform when in the not distant past they could not have cared less.

This represents the real progress that the Alliance has made. Men and women in Latin America today are arguing about policies and programs when in the past they dismissed such subjects as political responsibility, economic growth, and social reform as ivory tower debates.

Our free system of life and government precludes the imposition of social and economic change from above. We have to act within the framework of consent, of change through acceptance rather than fiat. This is a long-term process. But not so long as to be endless. I believe that by 1970 much of Latin America will be sustaining its own growth, equipped with the institutions and human resources to transform itself into a modern society.

But the job will by no means be finished by 1970. The political, economic and social transformation of a continent is not accomplished overnight. What we must seek to provide rapidly is evidence of progress which can sustain the hopes of the people and thus provide the opportunity to complete the long-term task.

The impatience with which some of us view the realization of this program is sometimes inspired by an excessive sense of panic, or by unrealistic expectations of what is possible even in the best circumstances. On the other hand, impatience designed to keep up the pressure is healthy and welcome. Working with the dedication that people connected with this program have displayed in the first 2 years, I am confident that we shall accomplish what we set out to do.

SAO PAULO CONFERENCE

Alliance meet is crucial

Meeting to hear report on total U.S. effort; to discuss slow social and economic progress

By CLAUDE COURAND

Director, American Republics Division, OIRE

The second annual review of the Alliance for Progress at Sao Paulo, Brazil, October 29-November 15, 1963, may well mark a crucial turning point in this significant program. The importance attached by the United States to the meeting is indicated by President Kennedy's designation of Under Secretary of State W. Averell Harriman as Chairman and Ambassador Teodoro Moscoso, U.S. Coordinator of the Alliance for Progress as Vice Chairman. Assistant Secretary of Commerce, Jack Behrman; Assistant Secretary of State, Edwin M. Martin; Assistant Secretary of the Treasury, John Bullitt; and Assistant Secretary of Labor, Daniel P. Moynihan are alternate U.S. representatives to the conference. Legislators representing both political parties and both Houses of Congress will be advisers to the U.S. delegation.

The Sao Paulo Conference brings together high level officials from the 20 Alliance for Progress member nations. The Conference will analyze the performance of each member country during the past year, and make recommendations for action in the year ahead. Problems of Latin America in the trade and commodity field are high on the agenda. The week-long conference at the ministerial level will be preceded by ten days of meetings of experts in such fields as health, housing, community development, land reform, tax reform and incentives to the private sector.

Meetings at the expert level began on October 29. The U.S. delegation to these meetings is headed by William D. Rogers, Deputy United States Coordinator for the Alliance for Progress. Assistant Secretary of Commerce Behrman and Assistant Secretary of Labor Moynihan will be part of that delegation and remain in Sao Paulo to join the delegation to the ministerial sessions.

Study progress pace

The agenda for the meeting was largely determined by the action taken at the first annual review in Mexico City in October 1962. The dominant theme again will be that the rate of progress in the social and

economic fields has been much too slow. One of the important determinations made at Punta del Este was that each member of the Alliance should submit a report at the annual meetings showing the extent to which it has met its commitments.

The U.S. for the first time has submitted a report that sets forth total U.S. efforts in support of the Alliance. It places major emphasis on the role of AID, but also points out the significant contributions of the Departments of Agriculture, Commerce, Treasury, Health, Education and Welfare, Labor, Defense, and the Bureau of the Budget, Bureau of Public Roads, Federal Housing Administration, Export-Import Bank, and the Peace Corps. Through the coordinated efforts of these agencies the United States can point to, among others, the following contributions:

> In 1962 foreign economic assistance commitments to Latin America amounted to $1,038.0 million and in the period January-June, 1963, the total was $545.3 million. It vastly increased the number of technicians and technical services available to support Latin American development efforts. It cooperated in major programs in the commodity field and gave increasing recognition in its trade and commercial policies to the problems and needs of Latin America.

To discuss OAS role

A major development of the Mexico City meeting was the designation of Presidents Alberto Lleras Camargo and Juscelino Kubitschek to draft recommendations for restructuring the Organization of American States to enable it to play a more effective role in promoting the Alliance. Each submitted a report and probably the most interesting debates of the meeting will revolve around their recommendations. Both reports call for the organization of a Committee for Inter-American Development (CID). Lleras proposes it as a subcommittee of the IA-ECOSOC, to function continuously with a full-time Chairman, an expert full-time staff, and with the Committee of Nine as senior technical advisers. It would review development plans and actual performance of individual countries, and the general progress of the Alliance as a whole and make recommendations for improvement to the Alliance countries separately or collectively. Kubitschek is more critical than Lleras, particularly regarding external aid and suggests that the committee control the allocation of funds. The authority to be vested in such a committee, if favorable action is taken, may well be one of the thorniest problems of the meeting.

Another major topic will be the significant developments in foreign trade related particularly to the basic export products. There has been an improvement in prices during the past year, with coffee the major exception. However, the International Coffee Agreement has had a sufficient psychological impact to slow the downward trend and there is a feeling that constructive action has been taken. There is great concern over the restrictive policies of EEC, particularly in agriculture and in the relations of the European countries with trading partners in Africa. A great deal of interest will be manifested in the United Nations Conference on Trade and Development to be held early next year. The Latin American countries regard this as an ideal forum in which to urge the developed countries to provide more favorable treatment to less developed countries by reducing tariff and non-tariff barriers.

Regional integration

The third significant topic will be the importance of regional integration in expanding the market for Latin American products. While the Central American Common Market has made substantial progress and trade within the area has expanded substantially, the record to date of the Latin American Free Trade Association is more modest. In the latter area particularly there is growing recognition that diversification in exports is essential to achieve substantial economic growth. Industrial growth can be accelerated appreciably only by emancipation from the restrictive limitations of internal markets.

Exports of semi-manufactures and manufactures to LAFTA members is regarded by the more progressive planners as a prelude to increased efficiency and competitiveness, leading to entrance into world markets. This type of program can only advance, however, if there is general acceptance of the need to lower the protective walls that now safeguard uneconomic high-cost industries.

Progress has been made

The country reports, and particularly the reports of the six special committees established in Mexico, should reveal that in the second year of the Alliance substantial progress has been made in the fields of planning and project formulation, agricultural development and agrarian reform, fiscal and financial policies and administration, education and training, industrial development and financing of the private sector and health programs. These reports will reflect the magnitude and complexity of this ambitious program. This second meeting should mark a turning point in revealing the need for emphasis during the coming year on the economic rather than the social aspect of the program. If this is accompanied by adequate recognition of the necessity of involving the private sector in every phase of the program, economic development should accelerate remarkably despite the slow beginning.

Total Imports and Imports from U.S., 1960-1962

(Millions of dollars)

Country	1960 Total World	1960 From U.S.	1961 Total World	1961 From U.S.	1962 Total World	1962 From U.S.
Argentina	1,249.3	327.4	1,460.4	383.2	1,356.5	396.4
Bolivia	71.5	30.8	77.5	32.8	93.2	39.2
Brazil	1,462.1	443.1	1,460.1	514.7	1,475.0	457.1
Chile	499.7	239.0	590.5	237.7	517.9	199.9
Colombia	518.6	296.1	539.3	278.9	540.3	283.2
Costa Rica	110.4	49.9	107.2	50.0	113.5	52.6
Dominican Republic	87.0	46.1	69.5	30.0	127.1	71.0
Ecuador	100.3	49.4	100.8	48.3	96.2	42.5
El Salvador	122.4	52.5	108.7	42.6	124.9	45.5
Guatemala	137.8	67.5	133.6	63.5	133.0	65.3
Haiti	36.1	25.1[1]	35.0	25.9[1]	44.6	24.3[1]
Honduras	71.8	40.1	72.0	37.5	79.8	41.3
Mexico	1,186.4	856.5	1,138.6	798.2	1,143.0	782.6
Nicaragua	71.7	37.8	74.4	36.4	98.2	49.5
Panama, Republic of	109.2	56.2	124.4	64.0	147.5	66.7
Paraguay	32.5	7.6	34.7	5.3	34.3	10.8
Peru	374.8	164.5	469.4	207.0	537.6	212.9
Uruguay	242.8	65.2	205.9	46.8	230.5	43.9
Venezuela	1,066.1	551.2	968.1	522.9	986.2	518.4
Total 19 republics	7,550.5	3,406.0	7,770.1	3,425.6	7,879.3	3,403.1
Percent of total		45.1		44.1		43.2

[1] U.S. export statistics used.

Source: Official trade statistics of the various countries.

Over-all Latin American trend is upward for imports and exports

Latin America increased the dollar volume of its foreign trade in 1962. Both imports and exports rose—favorable indicators in terms of the goals of the Alliance for Progress. However, the United States occupied a less favorable position in the Latin American market in 1962 than in previous years, and available 1963 data show a further drop in our participation in the area's trade.

Imports of the Latin American Republics from the United States were valued at about $3.5 billion in each of the years 1960, 1961, and 1962. The United States continued as the principal supplier in these years, but its percentage-share of the market fell. The area's total imports from all supply sources showed an upward trend in the 1960-62 period, rising from $7.6 billion in 1960 to $7.9 billion in 1962.

Shipments into Argentina, Brazil, and Mexico—the three principal importing countries in Latin America—registered only minor variations in dollar value during the period. Venezuela, fourth largest importer in the area, recovered somewhat after reaching a low point in import volume for recent years in 1961. Most of the other republics imported larger volumes of goods in 1962. Increases ranged from small to substantial. In the case of Peru the rise was $163 million or about 43% when 1960 and 1962 figures are compared.

The limited over-all increase in imports reflects the generally worsened 1962-63 foreign-exchange position of many of the countries. Import and exchange control measures aimed at conserving supplies of foreign exchange, trade controls to foster local industry, and currency stabilization efforts all had their effect in holding down imports.

Exports of the Latin American republics totaled $8.5 billion in 1962, a substantial rise (about 10%) over the $7.7 billion in exports in 1961. Among the countries having important increases in the dollar volume of exports in 1962 were Argentina, Mexico and Peru. More moderate rises were made by many of the other countries, while, of the larger countries in the area, Brazil showed a drop.

The United States is the principal market for Latin American exports, but in the years 1960, 1961, and 1962 shipments to the United States dropped in relative position as compared with other

Europe-Latin America Trade, 1960 and 1962

(Millions of dollars)

Country	Imports from L.A. Republics		Exports to L.A. Republics	
	1960	1962	1960	1962
Total Europe excluding Soviet bloc	3,240.4	3,633.4	2,601.5	2,646.2
Belgium-Luxembourg	171.4	197.2	144.0	130.7
France	255.8	304.5	262.1	283.0
Germany, Federal Republic of	866.3	1,022.1	750.7	788.0
Italy	291.8	340.0	268.3	303.4
Netherlands	227.8	260.5	144.9	139.3
Spain	61.4	138.7	56.5	67.1
Sweden	156.4	146.9	136.5	125.6
Switzerland	84.1	93.6	140.9	153.9
United Kingdom	872.9	835.1	483.5	456.8
Other countries	252.5	294.8	214.1	198.4

Source: United Nations, International Monetary Fund and International Bank for Reconstruction and Development, Direction of International Trade, Statistical Papers, Series T.

U.S.-Latin America Trade, Annual 1961, 1962 and January-July 1963

(thousands of dollars)

Country	Exports, including re-exports			General imports		
	1961	1962	January-July 1963	1961	1962	January-July 1963
Argentina	424,194	374,513	113,124	101,916	106,195	82,078
Bolivia	26,459	31,740	18,771	9,948	11,796	6,700
Brazil	494,124	424,803	245,955	562,224	541,148	279,408
Chile	229,028	170,820	92,486	183,637	191,065	112,923
Colombia	245,087	226,566	129,736	275,615	275,144	121,417
Costa Rica	42,342	49,599	31,605	40,122	39,956	26,913
Cuba	13,716	13,398	36,939	35,125	6,806	34
Dominican Republic	29,326	70,980	51,394	89,648	153,424	86,919
Ecuador	49,872	44,978	30,925	53,926	71,317	34,351
El Salvador	35,281	40,596	27,422	36,531	44,108	27,573
Guatemala	60,395	61,126	40,086	63,086	62,597	43,495
Haiti	25,895	24,266	11,822	18,977	23,718	16,714
Honduras	36,578	43,030	25,680	32,807	32,533	21,657
Mexico	812,976	790,166	468,792	538,122	578,307	369,242
Nicaragua	32,277	46,226	23,739	25,345	27,444	26,746
Panama, Republic of	107,185	104,689	62,074	22,648	22,897	18,724
Paraguay	13,048	7,884	6,922	8,581	7,231	5,472
Peru	173,088	183,800	104,331	194,306	190,602	105,961
Uruguay	48,021	44,417	17,955	22,677	24,126	19,497
Venezuela	515,662	468,267	277,357	898,009	975,614	565,826
Latin American republics total:						
Excl. Special category	3,414,554	3,221,864	1,817,115			
Incl. Special category	3,528,792	3,310,604	1,879,028	3,213,254	3,386,024	1,971,650
20 Republics Percent of U.S. total[1]	17.5	15.8	15.4	21.8	20.7	20.2

[1] Percentage based on total nonmilitary exports.

Source: Basic Data of the U.S. Bureau of the Census.

markets. In 1962, Western European countries received $3.6 billion in Latin American goods, a 12% rise over 1960. Trade among the countries of the Latin American area was larger in 1962, but the volume was relatively small and was not of major significance in the total trade of the republics.

The upward trend in the value of the area's exports is attributable to a number of factors, including expanding world markets for certain commodities, favorable prices for a number of products and export-product diversification carried forward under country development-planning. In the case of Argentina, the increase in export trade was due largely to greater grain and linseed shipments. In Mexico, efforts to develop production for export had a favorable effect. Peru's greatly expanded fishmeal output, new (1960) large copper development, and a favorable sugar market all contributed to larger export earnings. Expanding world markets for petroleum aided Venezuela in raising the level of exports.

Since late 1962, the world price-trend for the major mineral exports of Latin America (copper, lead, zinc, tin and silver) has been steady or upward. In agricultural products, the trend has been mixed. On balance, it would appear that the favorable price position of the export products of the area is the major contributing factor to the area's 1962 export advance, expected to continue through 1963.

Total Exports and Exports to U.S., 1960-1962

(Millions of dollars)

Country	1960 Total World	1960 to U.S.	1961 Total World	1961 to U.S.	1962 Total World	1962 to U.S.
Argentina	1,079.2	90.5	964.1	83.8	1,216.0	88.3
Bolivia	67.8	15.8	76.1	20.8	76.1	23.0
Brazil	1,268.8	563.7	1,403.0	562.8	1,214.2	484.8
Chile	490.0	182.1	508.2	185.8	532.1	194.0
Colombia	464.6	297.9	434.8	260.0	463.5	266.7
Costa Rica	89.0	48.6	79.8	45.4	85.5	47.7
Dominican Republic	180.4	111.6	143.1	88.8	172.5	153.4
Ecuador	102.6	65.4	96.6	58.9	117.1	75.7
El Salvador	116.8	40.9	119.1	40.2	136.3	46.1
Guatemala	112.6	62.7	110.2	58.8	109.3	56.0
Haiti	33.1	18.2[1]	32.0	19.0[1]	42.2	23.7[1]
Honduras	63.6	36.1	73.0	48.3	78.9	47.2
Mexico[2]	631.7	455.3	684.9	502.0	773.4	553.4
Nicaragua	62.9	27.3	68.4	32.2	90.2	37.3
Panama, Republic of	21.2	19.0	23.5	20.4	41.9	27.4
Paraguay	27.0	7.2	30.7	7.4	33.5	7.0[1]
Peru	433.0	156.7	496.3	178.3	540.0	188.1
Uruguay	129.4	19.8	174.7	24.6	153.4	23.6
Venezuela	2,537.4	1,114.0	2,185.0	851.6	2,593.6	893.0
Total 19 Republics	7,911.1	3,332.8	7,703.5	3,089.1	8,469.7	3,236.4
Percent of total		42.1		40.1		38.2

[1] U.S. import statistics used.
[2] Unadjusted totals; figures adjusted for underestimated values of some of the principal export commodities are: 1960—$739,788,000; 1961—$803,545,000; and 1962—$900,961,000. However, country distribution on the adjusted basis is not available.
Source: Official trade statistics of the various countries.

U.S. Exports to 19 Latin American Republics, by leading commodities, 1960-1962

(millions of dollars)

	1960	1961	1962
19 Republics total, including "special category"[1]	3,350.9	3,515.1	3,297.2
19 Republics total, excluding "special category"[2]	3,254.4	3,400.9	3,208.5
Fats, meats, milk and other animal products, edible	66.4	57.7	53.3
Grains and preparations	141.7	218.6	174.2
Vegetables, fruits, vegetable oils and other foodstuffs	69.0	68.9	64.1
Rubber and manufactures	69.8	63.2	62.3
Textile semi-finished and finished manufactures	121.2	129.7	117.8
Cotton finished manufactures	44.4	42.4	42.1
Man-made fibers and manufactures	60.0	69.6	59.1
Paper, paperboard and related products	60.2	63.9	69.5
Petroleum and products	92.0	74.6	76.0
Iron and steel-mill products	133.8	103.4	78.8
Metal manufactures	104.1	100.0	95.9
Machinery[3]	993.8	1,066.3	992.2
Electrical apparatus[3]	225.9	253.8	205.9
Industrial machinery[3]	618.0	655.5	641.9
Construction, excavating, mining and related machinery	210.1	217.2	191.5
Metalworking machinery and tools[3]	72.8	81.5	87.6
Other	335.1	356.8	362.8
Agricultural machinery and tractors	114.1	112.2	104.9
Automobiles, parts and accessories[3]	429.8	404.4	369.8
Motor trucks, buses and chassis, new	213.4	168.8	117.1
Passenger cars, new	64.5	74.7	81.2
Parts for replacement	110.2	115.2	111.4
Aircraft[3]	49.8	53.6	45.5
Railway transportation equipment	60.6	86.4	82.1
Chemicals and related products[3]	365.3	376.5	386.9
Medicinal and pharmaceutical products	101.9	99.9	99.4
Other exports, including reexports[3]	496.9	533.7	540.1

[1] Includes military equipment and certain other commodities for which security restrictions prohibit publication of detailed statistics.
[2] Total includes re-exports, commodity totals are exports of U.S. merchandise only.
[3] "Special Category" items are excluded.
Source: Basic data of the U.S. Bureau of the Census.

Alliance project boosts Argentine grain facilities

New grain storage facilities in five provinces of Argentina will be built under the Alliance for Progress with the help of an Agency for International Development loan.

AID is lending $21.7 million to Argentina's Banco de la Nacion for the 2-year project. The total cost is estimated at the equivalent of $62 million. Argentina's own contribution will be $40.3 million, or 65%.

Banco de la Nacion will re-lend the money to farmers, agricultural cooperatives and grain merchants for building storage bins for the producer's own grain, for construction of country grain elevators and the purchase of related facilities.

Qualified private sub-borrowers will be able to borrow from the Bank a maximum of 70% of the value of approved grain storage projects. The Bank operates 154 branches in the Republic.

Role of private enterprise

U.S. businessman is the indispensable partner in the Alliance for Progress program

By SEYMOUR M. PEYSER

Assistant Administrator for Development Finance and Private Enterprise, AID

In the mind of the public, the Alliance for Progress is often conceived of in terms of dramatic government projects—dams, roads, harbors, and schools. With attention focused on large distributions of funds by governments, the individual North American or Latin American may be unaware of the vital role private initiative must play in the Alliance. This challenging endeavor can be successful only if a true synthesis is achieved between government assistance, private investment, and the contributions of voluntary, noncommercial organizations.

One of the functions of my Office is to bring the vast resources of private industry into effective participation in the Alliance for Progress. There are four basic reasons why we are stressing the need for additional private investment in Latin America.

Know-how in private industry

First, the attainment of industrial and agricultural growth in these nations requires full mobilization of our essential technological and management skills. In general, this know-how—the ability to build and run a large petrochemical complex or to produce canned and frozen food, for example—is found in private industry.

Second, economic development cannot be accomplished through government assistance alone. There is not enough money in all the public treasuries to supply the needed capital. The real wealth of the United States is not in government, but in the myriad of private individuals and companies throughout the nation. It has been estimated that to meet the goals of the Alliance for Progress, each year $300 million in new private investment must flow from the United States and other industrialized nations to Latin America.

Public monies are, of course, still necessary to do those things which only a government can do—for example, building the large infrastructure projects, such as transportation networks and irrigation systems. These facilities, while essential to support a private sector, are not themselves attractive to private investors. Moreover, government funds are required to provide the social progress projects—

SEYMOUR M. PEYSER

the schools and the hospitals. But significant industrialization of Latin America can be achieved only through additional infusion of private capital.

Economic democracy

Third, survival or revival of democratic institutions in Latin American nations calls for not only political democracy, but also economic democracy. This kind of democracy is secured only when the economic power of a nation is diversified and divided between thousands of individuals, private groups, labor unions, and numerous, competing firms. Likewise, a meaningful democracy cannot exist when all economic power is concentrated and under the control of either a few individuals or a monolithic state. Additional investments by many companies and private citizens is essential to create this diversification of wealth and a more equitable distribution of material resources. The input of new private capital can also help build an economic system where businessmen, faced with aggressive competition, will constantly strive to offer the consumer an increasing variety of low cost, high quality products.

Finally, the time will come when the Alliance shall have achieved its goal of economic development and foreign aid will be terminated. During the period in which external assistance is being phased out, private investment and private initiative will be crucial to the continuation of that development.

The U.S. Government, in cooperation with the Latin American nations, has implemented a number of practical programs to attain these goals.

Communication with business

Officials in the Agency for International Development have spoken to thousands of businessmen, in the United States and overseas, to underscore the need and opportunity for increased investment in Latin America.

We have prepared and distributed almost 30,000 copies of a booklet, *Aids to Business (Overseas Investment)*, which describes in nontechnical language all the incentive programs we have to encourage new investment abroad. The continuing demand for additional copies indicates a lively interest and meaningful potential for new private investment in Latin America.

Pilot country project

AID has also selected Colombia as a pilot country to demonstrate the contribution that private participation can make to economic development. The Embassy and the AID Mission, together with the Colombian Government, selected a small number of industries of a priority nature that would be especially appropriate for private investment. Industries chosen were meat packing, food processing, metal fabricating, lumber and wood products, and building materials. These industries were identified in the Colombian Ten Year Development Plan as meriting special attention since they show the greatest possibilities for import substitution and export expansion.

After identification of these opportunities, the U.S. Government has endeavored to match them with potential American investors. To this end, full use is made of industrial and publications resources of the Department of Commerce, consultations with trade associations, banks and management consulting firms, and ultimately direct contact with individual companies. This special emphasis on Colombia, however, must not be misinterpreted as lack of interest in other nations; we are eagerly promoting private investment in all friendly Latin American nations.

AID further acts as a catalyst in putting together joint ventures between North American and Latin American

businessmen. The business community, as well as the Government, has found it is not only good politics, but also good business to invest in ventures in which a substantial equity is held by local partners.

Once a businessman decides he may be interested in a certain venture, the U.S. Government has a series of tools to encourage such investment.

- Investment survey program. Under this program the Government can underwrite 50% of the cost of making an investment survey—for example, the market research, engineering studies, etc. If the entrepreneur goes forward with the investment, he bears the full expense of the survey. Otherwise, the Government reimburses him for one half the cost.

This new program was effectively launched last year with 19 different investment opportunities in Latin America being investigated by American businessmen. These include, for example, a poultry processing industry in Brazil, a cement plant in Colombia, and a truck and bus factory in Chile. Furthermore, AID has under consideration applications for 9 more investment surveys in Latin America.

- Cooley loan program. A certain percentage of the foreign currencies paid to the United States for sales of surplus agricultural commodities have been reserved for lending to U.S. businesses or their affiliates in the purchasing country. Foreign firms are also eligible if their use of the money will expand markets for U.S. agricultural products. These loans are made and repayable in local currencies and their maturities usually run from 5 to 10 years.

In fiscal year 1963 alone, the equivalent of more than $4 million in local currencies was lent to 10 private firms for investments in Latin America in industries such as glass manufacturing, tires, and electrical products. Over $4 million in local currencies is still available for loans to private firms in Bolivia, Colombia, Ecuador, Paraguay, Peru, and Uruguay.

- Dollar loans. AID may also make loans in dollars to either U.S. or foreign private borrowers or joint ventures, if other financing is not available. The interest rates are generally lower than commercial rates and the maturities longer. Five and one half million dollars has been lent to firms in Brazil for construction of a carbon black plant and a synthetic rubber industry.

- Development banks. These are intermediate credit institutions, both government owned and private, which have been financed by AID, the World Bank, and other international operations. Both dollars and local currencies are available at these development banks for loans to private businessmen. AID and its predecessor agencies have made the equivalent of more than $67 million available to development banks in Latin America.

- Specific risk guaranties. This is the oldest and the best known incentive program. It permits the Government of the United States to insure American investors against the political risks of expropriation, inconvertibility of currency, and war damages. One hundred and thirty-seven guaranties, covering more than $270 million, have been issued for new investments in Latin America and the program is growing rapidly. Presently pending before the Agency are 771 applications for guaranties worth almost $3 billion for new investments in that region. In the last 10 months alone, the Agency has received applications for about $1 billion in guaranties for additional investments in Latin America.

Before these specific risks guaranties can be issued for investments in any nation, the host country must have made suitable arrangements with the U.S. Government to implement the program. In the last year, the geographic scope of this program has been considerably expanded. Three important Latin American nations—Colombia, Venezuela and Argentina—recently agreed to implement the full guaranty program. The guaranties against inconvertibility of currency are now available in 17 Latin American nations, those covering expropriation in 15 of these nations, and the war risk guaranties in 7.

- Extended risk guaranties. These guaranties are available for high priority private investments and cover not only political risks, but also all commercial risks except fraud or misconduct on the part of the investor. An extended risk guaranty may be given to cover up to 75% of a loan or 50% of an equity investment.

- Latin American housing guaranties. This is a special guaranty program to encourage private investment in self-liquidating pilot housing projects in Latin America comparable to those insured by the Federal Housing Authority within the United States. These guaranties protect the investor against all risks except fraud or misconduct by the investor.

Seven of these guaranties, totaling over $33 million, have already been issued and four other applications, amounting to $25 million, are under intensive review.

These then are some of the techniques which we are using to encourage greater participation by the private community in the Alliance for Progress. Through a pooling of all our resources—both public and private—we may hope to realize the goals envisioned by the Alliance. By mobilizing their capital and technological know-how and by taking advantage of what their Government can do to help, the American businessman of vision and ingenuity can make a major contribution to this peaceful revolution in Latin America.

Costa Rica wants more work gloves

Now account for 25% of nation's glove imports; restrictions nil

Costa Rican demand for work gloves is showing a slight but steady increase, according to the U.S. Embassy in San Jose. With the relatively recent emphasis on industrialization, more and more employers are insisting upon the use of work gloves by their factory employees.

Split leather or cotton knit are the principal types used. Costa Rica's total requirements are met through imports as there is no domestic production of gloves of any type.

Average annual imports of leather and/or cloth gloves amounted to $24,579 in the period 1959-62. This figure excludes rubber gloves and sports gloves. About 42% of these imports represented leather gloves and 58% cloth. Some 25% of the imported value represents work gloves and 75% represents women's and children's dress gloves.

Almost 75% of the imported gloves originate in the U.S.

No restrictions

There are no regulations or restrictions affecting the import of work gloves into Costa Rica. They generally are imported by wholesalers of dry goods and industrial safety goods. They then are distributed directly to retailers and, in many instances, to consumers.

Work gloves of leather and cloth are subject to a customs duty of $0.05 per gross kilogram, plus a 10% ad valorem tax, based on the c.i.f. value of the merchandise.

Vinyl-impregnated work gloves are virtually unknown in Costa Rica. They reportedly would be assimilated in the rubber work glove category and subject only to a 10% ad valorem tax.

'Alimentos para los niños'

Better-fed children will lend bone, sinew to Latin America of future

By GEORGE GOSS
Assistant to the Director
Food for Peace

Question: What is Latin America's greatest resource? Land? Water? Minerals?

Answer: Children (niños) . . . for unless the children of today in Latin America grow to be healthy, well-educated adults, all other development becomes an academic exercise. The nations of South America need capital—yes. Agricultural productivity—yes. Industrial growth—yes. But they need—most of all—citizens who are healthy producers —and consumers.

"As the twig is bent," the saying goes, "so is the tree inclined." To the extent that the children of Latin America today lack food and education, so will they be deprived of their ability to contribute to the growth of their native lands.

Recognizing this basic fact of the development process—that children are a rare and precious resource—the countries of the Alliance for Progress have in the past year embarked on a significant expansion of feeding programs for the children of South America. These child-feeding programs are in the best spirit of the "Alianza"—a cooperative effort by the governments of North and South America, the participating church and voluntary relief agencies, and the parents of the children themselves.

One out of three

The U.S. contribution to child-feeding in Latin America is a part of FOOD FOR PEACE, and is administered by the Agency for International Development as "Operation Niños."

World-wide, food donated by the people of the United States is reaching 40 million children through the FOOD FOR PEACE program. In August 1961, U.S. food was going to 2.8 million children in Latin America through organized feeding programs. By August 1962, the figure was 3.9 million. By August 1963 —a year after the launching of "Operation Niños"—an estimated 9.3 million children were receiving U.S. food. By August 1964, it is estimated that "Operation Niños" will be reaching 11.5 million in Latin America—one out of every three children of school age.

"The food we send to Latin America," says Teodoro Moscoso, Coordinator of U.S. Alliance for Progress programs, "is our most effective ally for ending the threat of starvation and making hunger a forgotten experience. The Latin American people are coupling their own resources to this food. Thus, food not only alleviates suffering but spurs cooperation and economic development."

Child-feeding programs are currently operating in all the Latin American countries. Fifteen provide duty-free entry for Food for Peace commodities, all provide inland transportation and warehousing, 10 provide locally available food supplements and equipment, 10 make cash contributions to the program, 11 provide paid personnel, and 7 conduct their own Government-sponsored child-feeding programs in addition to their support of "Operation Niños."

In the past school year, participating Latin American countries contributed, in addition to personnel, the dollar-equivalent of $13,211,000 to the Alliance for Progress child-feeding programs. In the same period, the U.S. contribution amounted to $28,560,000 for food and ocean transportation.

In Brazil, more than 3 million children —both of school and pre-school age— receive a daily milk ration under the maternal child-health program conducted by the Ministry of Health. Pupils in 25,000 public schools are participating in this program; by mid-1964 some 4,900,000 Brazilian children are expected to be benefiting.

Highlights

In Peru, more than 300,000 children are involved in school lunch programs. In the Puno Department of Peru, high on the Altiplano, where children walk as much as 3 hours to attend school, absenteeism ran as high as 40% until school lunches were inaugurated. Today, in Puno's 1,021 schools, absenteeism has dropped almost to zero—and school lunchrooms are credited with helping to double student attendance in rural schools throughout Peru.

In Bolivia, about 270,000 school children (compared with less than 10,000 only a year ago) benefit from "Operation Niños." Here, too, absenteeism has dropped sharply.

In Mexico, more than 1.2 million children are enjoying supplementary feeding programs.

In El Salvador, as well as in the other countries of Central America, an estimated 350,000 school children will benefit from a recently established school lunch program. Children in the interior are reached with the help of mobile health units which dispense medical care and milk.

In Colombia, feeding programs now reach about 1.3 million children—including some 8,000 of school age through 10 nutrition colonies established by the Government.

In Chile, either breakfast or lunch is served to 150,000 children in 900 primary schools.

"Our FOOD FOR PEACE efforts are particularly gratifying when we can make food available to hungry children," says Richard W. Reuter, Special Assistant to President Kennedy and Director of the FOOD FOR PEACE program. "The child-feeding programs in Latin America," Reuter says, "represent a humanitarian alliance between the Americas—an alliance for the children that will form one of the strongest bonds of the Alliance for Progress."

Economic integration hopeful goal of Alliance in Latin America; common market helps

Central American Common Market and Latin American Free Trade Association are vehicles for broadening national markets and speeding up development

". . . . . we must support all economic integration which is a genuine step toward larger markets and greater competitive opportunity. The fragmentation of Latin American economies is a serious barrier to industrial growth. Projects such as the Central American common market and free trade areas in South America can help to remove these obstacles."

—address by President Kennedy at a reception for Latin American diplomats and Members of Congress, March 13, 1961.

The President's encouragement of regional economic integration in Latin America as an integral part of the Alliance for Progress was emphasized in the Charter of Punta del Este signed in August 1961. The Alliance calls for the mutual participation by the United States and the Latin American countries in the economic and social development of the area. This mutual participation not only applies in the areas of housing, social reforms, and agrarian reforms but also applies in the area of economic integration.

The Charter of Punta del Este points specifically to the Central American Common Market (CACM) and the Latin American Free Trade Association (LAFTA) as the vehicles for broadening of present national markets in Latin America, which is essential to accelerate the process of economic development in the Hemisphere.

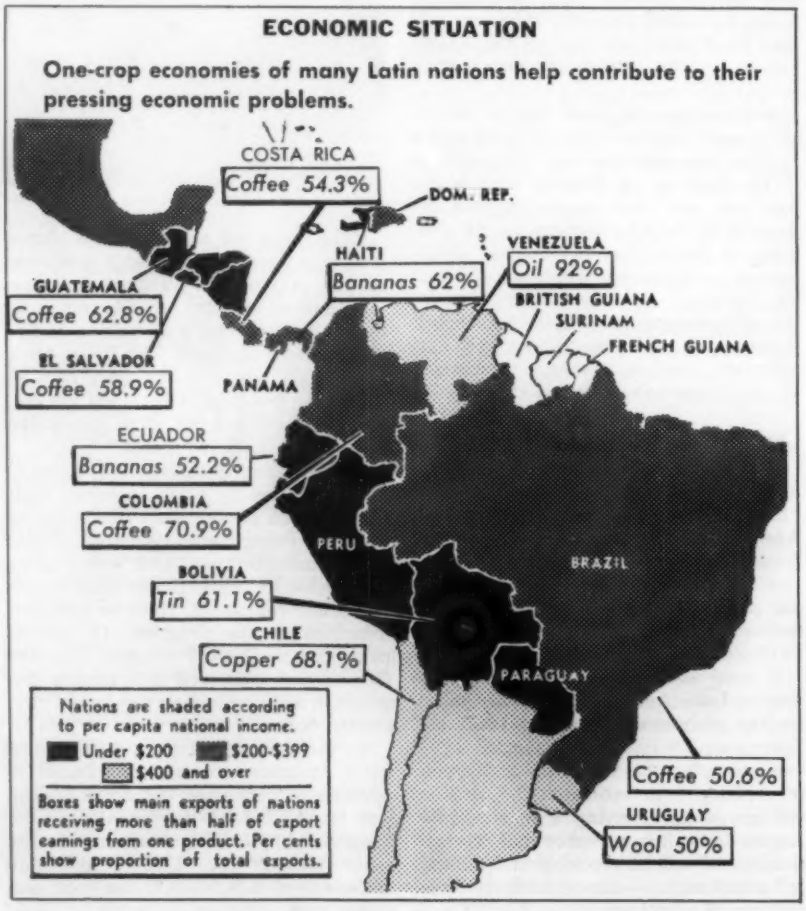
One of the major economic forces congealing CACM and LAFTA and a primary objective of the Alliance is the need of industries to produce for a wider and more diversified market so that increased efficiency and better allocation of resources will result.

The Central American Common Market (described in INTERNATIONAL COMMERCE, March 18, 1963), comprised of Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua, is an achievement which has been sought by the Central Americans for over 100 years. It represents an initial achievement of Alliance for Progress goals of increasing trade and stimulating investment. Trade among the Central American countries, while still small in absolute terms, has more than doubled between 1958-62.

U.S. investors interested

Potential United States investors have shown much interest in Central America, particularly in manufacturing, and a number are already well established within the areas as a result of the common market.

In the public sector, the Central American Bank was established for the purpose of financing industrial integration and development in Central America. The U.S. Agency for International Development (AID) initially committed $10 million to the Bank's capitalization. Each of the participating countries contributed $4 million each. Further Alliance for Progress assistance has been received by the Central American Bank in the form of grants and loans. For example, AID made grants of $2 million for industrial credit and another grant of $1 million to be used for financing general studies. AID has also made a loan of $5 million for industrial credit. The Inter-American De-



velopment Bank (IDB) has also participated in the Central American Bank. For example, a $6 million loan for financing an industrial and infrastructure development program was made in April 1963. In addition, the Central American Bank with assistance from AID, is undertaking to prepare a regional transportation plan and industrial surveys.

For their own part, the Central American countries are currently drafting a regional telecommunications agreement to develop a Central American communications system. The World Bank is assisting in this project and is expected to provide a credit of approximately $100 million for its implementation.

ROCAP created

AID has created the Regional Office for Central America and Panama (ROCAP) to assist in the coordination of common market activities at the regional level.

The Organization of American States (OAS) in conjunction with the IDB and the Economic Commission for Latin America (ECLA) has been providing technical assistance through the creation of the Joint Planning Mission, the task of which is to provide coordination of national development plans at the regional level.

ECLA has, since 1951, been a prime mover in fostering the development of the economic integration treaties and in the establishment of regional organizations in Central America.

The CACM is not yet an unqualified success and more progress is required for mellowing the institution. For example, the Regional System of Integration Industries, which may have the effect of establishing monopolies in the Isthmus and therefore stifling competition, runs counter to Alliance aims in this regard.

In addition, despite the combination of the five countries' economies into one market, the Central American market remains small. The population of the area is approximately 12 million with a combined gross national product of $2.4 billion in 1962. Yet the association of Panama with the CACM, which would broaden the market and which was called for in the Declaration of Central America in March 1963, was recently postponed. This action was reportedly due in part to the low Panamanian tariff rates and the fear on the part of some Central American businessmen that the Colon Free Trade Zone would provide escape from the common external tariff for non-Central American merchandise.

Nevertheless, while Central America has been advancing with ever increasing strides, a less ambitious plan for economic unification in South America, LAFTA, appears to be progressing, albeit in halting and at times in indecisive steps. The members of LAFTA are Argentina, Brazil, Chile, Colombia, Ecuador, Mexico, Peru, Paraguay, and Uruguay. (A description of LAFTA appears in the October 21 issue of INTERNATIONAL COMMERCE.)

It must be remembered that the members of LAFTA are as heterogeneous as the Central American countries are homogeneous and the former have no historical background of unification as do the latter. The LAFTA treaty provides for eventual free trade among the member states over a 12-year period. But, unlike the Central American Common Market, there is no provision for a common external tariff. Nevertheless, the very creation of LAFTA per se represents progress in broadening the Latin market.

In the area of trade liberalization many trade barriers have been reduced and certain shifts in former trading patterns are discernible, although small. Nevertheless, the overall trade, both imports and exports, among members of the area in relation to their total trade has remained at approximately 7 percent over the last 3 years. However, it is perhaps too early to make a judgment as to the ultimate effect of LAFTA on intra-area trade.

A future stimulant to intra-Latin American trade was the recent announcement of the Inter-American Development Bank that it was instituting a system of export financing for Latin American capital goods. This should lead to increased area trade in these goods and the Bank has initially allocated $30 million for this purpose.

In the investment area, a considerable number of U.S. businessmen have expressed interest in manufacturing within the LAFTA framework. The lack of a common external tariff surrounding LAFTA continues to be a deterring factor for increased investment.

On the other hand, potential investors are becoming increasingly aware of the possibilities of investment within the framework of complementation agreements. These special agreements permit the negotiation of preferential treatment through bilateral or multilateral agreements for the purpose of achieving what are referred to as "vertically integrated industries." These agreements up to a point may help to reallocate more efficiently scarce Latin resources but at the same time there is a danger of monopoly creation and a limitation on competition.

There is a sense of urgency among many of the LAFTA members and among those closely associated with the LAFTA movement. In a number of documents the need for a common external tariff has been stressed. Also the tendency for LAFTA members to be particularly reluctant to reduce trade barriers to a meaningful extent has been emphasized.

Both ECLA and the Organization of American States have been active in promoting and encouraging the development of LAFTA. Both organizations have provided experts in many fields and many studies on economic integration have been made.

A further indication that the LAFTA countries are desirous of strengthening their organization was the announcement of a Foreign Ministers meeting, originally scheduled for October 1963. This conference, however, was postponed until 1964. The tentative agenda of the conference deals with many fundamental questions of LAFTA's structure and direction.

Other measures have been taken to implement the objectives of the Alliance. Of great potential significance in meeting fluctuations in the short-term balance of payments not only of LAFTA and CACM members but also other Latin countries is the recently instituted system of compensatory financing. This project of the International Monetary Fund will permit the use of IMF funds in cases of payments difficulties produced by short-term export shortfalls of member countries. The system will enable the countries to eliminate the more adverse effects of short-term difficulties and will result in more orderly development of their economies.

Peru planning meeting

In the area of planning, a Conference on Planning and Industrial Development was held in Lima, Peru in April. This was the first meeting of planning authorities of the LAFTA countries and as such was limited largely to the establishment of contacts and an exposition of the planning institutions of the nine countries—their organization, methods, objectives.

In a reference document of the Inter-American Economic and Social Council entitled "Regional Economic Integration in the Development of Latin America," by Harvey S. Perloff and Romulo Almeida, stress was placed on the fact the present approaches to economic integration in Latin America are too timid and inadequate. Emphasis was placed on regional planning and regional development programs as a means of implementing Alliance objectives.

Tax reform is major objective of Alliance in Latin America

Special Conference on fiscal policy held last year is slowly resulting in reform of indirect taxation

The institution of tax reform in most of the Latin American countries has been a major objective of the Alliance for Progress. It is one that is generally accepted to be a key prerequisite, under the "Charter of Punta del Este," in accelerating the development process of the Latin American area.

A special conference on Fiscal Policy for the Economic Development of Latin America was held in Santiago, Chile, in December 1962 under the auspices of the Joint Tax Program of the Organization of American States (OAS), the Inter-American Development Bank (IDB) and the Economic Commission for Latin America (ECLA). There was a full exchange of views between academic experts and those having administrative duties. Although general consensus was eventually achieved, (as reported in UP/G 15/1 Rev., April 18, 1963, OAS-IDB-ECLA Joint Tax Program) the problems were great and the points of view were not always unanimous. However, its members did agree that there was need to reform tax laws, demanding more from those who have most, to punish tax evasion severly, and to redistribute the national income to benefit those who are most in need.

The achievement of these results necessitated, among other things, a reorganization of the fiscal systems of the Latin American countries as these relate to:

- 1. The reform, simplification and up-dating of the system of indirect taxation;
- 2. The creation of a comprehensive unitary system of progressive personal income tax, which includes the taxation of capital gains both on real and personal property, complemented by a net wealth tax where feasible;
- 3. The collection of more revenue from taxes on urban and rural property, additional to personal income taxes on the income derived from such property, and coordinated with other forms of special taxation of income from property;
- 4. The strengthening of the system of inheritance and gift taxation;
- 5. The placing of public enterprises on a self-sustaining basis through the adoption of adequate rates for services rendered;
- 6. The harmonization of the tax treatment of the income of international enterprises, and the imposition of taxes on the income which residents receive from abroad;
- 7. The creation of a fiscal climate which, with the cautious use of incentives, will be attractive to the formation of private capital and its investment in productive enterprise;
- 8. The reform of budgetary practices and the inclusion in budgets of the operating results of autonomous agencies; and
- 9. The establishment of an objective and coordinated system of tax administration, using each tax to give more solidity to the others, so as to guarantee that the benefits of substantial reform will not be lost in administration.

New legal procedures

Special attention was given to a number of legal and administrative procedures that need to be established to enable the beneficial ownership of real property and of financial assets to be identified. Thus, compulsory registration of all real property in the name of the beneficial owner and the adoption of means whereby the ownership and the transfer of securities are comprehensively registered with the tax authorities. Under existing conditions in most of Latin America, it is undisputed that a significant strengthening is needed of both the technical and administrative capacity of the tax enforcement authorities.

Since much of Latin America produces agricultural income, attention was given to the administrative problem of calculating such income for purposes of income taxation. While there was almost universal agreement that some form of presumed income rather than actual income had to be used, there was a difference of opinion with respect to the best way to determine such income. One group suggested that presumed income should be calculated on the basis of average yield of lands with similar characteristics. Others questioned this method because it presumed the availability of such information and the necessary technicians. It was suggested, therefore, that some self-assessed valuation of property might be used as a measure of presumed farm income.

All were in agreement that the traditional taxes in the area include the corporation income tax, the tax on urban real estate and the tax on agricultural property. Consequently, an effort must be made to rationalize the taxation of income from the different classes of property.

Changes taking place

The Pan American Union reports that noteworthy changes in tax legislation are taking place throughout Latin America. The reforms being introduced, in general, call for (a) raising existing tax rates (b) lowering the level of exemptions and (c) taxing capital gains. They tend to provide exemptions to certain types of investments, or stimulate them in other ways such as adopting a more liberal system of depreciation.

A few examples in countries where tax reform is practiced:

Ecuador has enacted a new income tax law in 1963. Undistributed corporation profits are taxed at 20% when their activities are considered essential for economic growth; otherwise at 30%. Personal income tax is levied at rates ranging from 10% to 43%.

Dominican Republic now classifies income into 5 categories, each subject to a proportional tax rate. There is also a complementary tax on total income at rates from 3% to 40%.

El Salvador in 1961 modified the structure of its income tax rates substantially.

Guatemala this year enacted the first income tax legislation in its history.

Panama has substantially increased tax rates. Additional reforms are being considered.

Peru has increased the complementary tax on non-distributed corporation profits.

Colombia has introduced *complete* tax reform modifying the concept of income, the tax rate structure and additional measures for promoting social progress and economic development.

Mexico, Venezuela, Haiti, Paraguay, Argentina and ***Brazil*** have enacted legislation introducing changes in the tax rate structure and in the level of exemptions in order to promote better distribution of revenues, or to promote investment.

Bolivia and ***Honduras*** are studying significant income tax reforms.

There is a clear tendency to increase taxes on luxury goods and to lower those on raw materials.

Investment record cited

Latin American countries have long history of U.S. industrial investment and development

Since the earliest phases of the expansion of U.S. enterprises into foreign countries, special attention has focused on the countries south of us. Of the total invested abroad up to 1929, nearly half was in Latin America. Though other areas attracted a larger share of new investments after World War II, and depreciating currencies hit especially hard at the value of the Latin American investments, nearly $5 billion was added to investments in that area between 1947 and 1957, and they still accounted for nearly 30 percent of all direct investments abroad.

Since 1957 the rate of growth in Latin America has slowed, while it has risen for other areas. By the beginning of 1963, direct investments in Latin America totaled $8.5 billion, but this was less than one-quarter of the world total.

It is important, however, to look closely at the record of the past few years, and especially at the record since the middle of 1961, to gauge accurately the nature and severity of the apparent decline in U.S. investment activity in the area.

There are several different kinds of statistics on this subject, each of which can contribute to the whole picture. The most frequently used data are the figures for net capital flows between U.S. parent companies and their foreign subsidiaries and branches—this is the series entering the balance-of-payments accounts. A newer statistical series, current and projected expenditures for plant and equipment, comes closer to measuring the full impact of these investments on economic development.

Net capital outflow

First, it is necessary to have some perspective on net capital outflows from U.S. companies to the Latin American Republics. These spurted immediately after World War II and then levelled out until the great peak of petroleum investments in 1956-57. In the first 10 years after the war the annual flow averaged about $215 million; in 1956-57 the average was nearly $900 million; for the entire period from 1946 through 1957 the flow averaged somewhat over $300 million.

Since 1957 the rate of flow has declined sharply, averaging under $200 million through 1961. Beginning in the middle of 1961, there have been, on balance, net inflows to the United States. For 1962 the net inflow was $32 million, and in the first half of 1963 about $7 million.

Looking more closely at the experience of each industry and of individual countries, however, a considerably different picture emerges.

In the manufacturing sector, the aggregate capital outflow in the whole 1950-61 period was $800 million, or less than $80 million per year on the average. The peak flow in this period was $125 million in 1960. In 1961 and 1962, as shown in table 1, the flow into manufacturing was very well maintained in the aggregate, and is probably still relatively substantial in 1963.

There has been a sharp drop since 1960 in flows to Brazil, which received 43 percent of the total capital flow in the previous 10 years, and flows to Cuba, which had also been sizeable in some years, have been nonexistent since 1958. On the other hand, capital flows to Argentina and Mexico have risen enough to maintain the overall average.

This means that if it were not for the dropping out of Brazil and Cuba, the record for capital flows to manufacturing since 1960 would look comparatively

Table 1.—Direct investments in manufacturing in less developed countries

(Millions of dollars; inflows (−))

	Value		Average annual addition 1950–60[1]		1961		1962		December 1962
	December 1950	December 1960	Capital outflow	Reinvested earnings	Capital outflow	Reinvested earnings	Capital outflow	Reinvested earnings	Value
Total, less developed countries	793	1,725	70	83	84	105	152	110	2,184
Latin American Republics, total[2]	726	1,499	63	72	77	95	114	100	1,893
Argentina	161	213	4	12	43	45	73	19	404
Brazil	285	515	29	31	−2	28	10	52	611
Mexico	133	391	14	16	18	7	23	13	448
Other	147	380	16	13	18	15	8	16	430
Other Western Hemisphere	1	21	2	**	1	1	18	6	47
Africa[3]	11	10	1	1	**	**	4	1	15
Asia[4]	55	195	5	10	6	9	16	3	229
Philippine Republic	23	91	1	4	−2	−1	1	2	89
India	16	51	1	3	4	8	12	−3	73
Other	16	53	3	3	4	2	3	4	67

** Less than $500,000.

[1] The change in value between 1950 and 1960 reflects not only the annual capital flow and reinvested earnings, but also adjustments, usually downward, to take account of depreciating exchange rates, write-offs, etc.

[2] Excluding Cuba. [3] Excluding Republic of South Africa. [4] Excluding Japan.

Note: Details may not add to totals because of rounding. Source: U.S. Department of Commerce, Office of Business Economics.

good. Moreover, investments out of retained earnings have also risen, notably in Brazil, so that in 1962 U.S. companies added about $200 million to the value of their manufacturing investments in the area. As shown in table 1, this is a very large share of all manufacturing investments in less developed countries.

Turning to capital flows for petroleum investments, and to a lesser extent for mining, a dramatic shift shows up from a peak of nearly $1 billion in 1957 to an actual net inflow in 1960 and again in 1962. Venezuela is the country principally affected by the changes in the petroleum flow; for the rest of the region capital flows by this industry have been rising slightly. The change in mining flows has affected mainly Chile and Venezuela.

Capital expenditures steady

In contrast to the variability of capital flows, expenditures for fixed investments in plant and equipment show a relatively well-sustained level of activity. Information on these capital expenditures began with data for 1957, as part of integrated statements of sources and uses of funds of each foreign affiliate of U.S. companies. The results of the most recent study appear in the *Survey of Current Business* for October, and are summarized in table 2.

According to the data supplied by most of the large companies operating in the area, plant and equipment expenditures were at a record peak in 1957 because of the extraordinary outlays of the petroleum and mining companies. Unlike capital flows, however, the total for these expenditures levelled out in the 1959-62 period at a very substantial annual average of over $800 million, and projections by the companies made early this year indicated that this average would be at least matched in 1963 and 1964.

For manufacturing, the projections made early this year indicated capital outlays at a record rate of about $300 million a year in 1963 and 1964, well over the 1957-62 average. Large continuing outlays are projected by the companies for Argentina, Brazil, Mexico, and Venezuela.

Plant and equipment expenditures by the petroleum and mining companies have weakened considerably over the years since 1957, but are currently at a rate of $400 million. Sizable outlays are being made in Argentina, Chile, Colombia, and Peru, as well as $175-$185 million by the petroleum companies in Venezuela. The maintenance of large capital outlays for plant and equipment while capital flows are sometimes negative requires explanation, and this is provided in part by an analysis of the sources and uses of funds of the enterprises.

Table 2.—Plant and Equipment Expenditures of Direct Foreign Investments in Latin America, Major Industries, 1957-64

(Millions of dollars)

Area and industry	1957	1958	1959	1960	1961 r	1962 r	1963 e	1964 e
Latin America, total [1]	1,687	1,269	1,003	750	795	840	900	834
Mining and smelting	216	221	147	78	87	95	100	90
Petroleum	1,039	577	449	340	306	319	315	310
Manufacturing	174	202	193	207	250	281	330	288
Trade	20	31	31	35	45	46	48	58
Other industries	238	238	183	90	107	99	107	88

r Revised. e Estimated on the basis of company projections.
[1] Includes other Western Hemisphere.

Note: Detail may not add to totals because of rounding.

Source: U.S. Department of Commerce, Office of Business Economics.

Manufacturing data

Data for the manufacturing enterprises in Latin America controlled in the U.S. show that total funds available, after distributing dividends, is about $½ billion annually. Capital flows from the United States, undistributed profits, and depreciation charges each contribute about one-fifth of the this amount—the remainder is supplied by external sources abroad, probably largely through increased tax and other liabilities. About half of the $½ billion available is spent for property, plant and equipment, and the rest is needed for working capital. Income distributions are $75-$85 million annually.

Total sources of funds of the petroleum and mining enterprises (after income distributions) are about of the same magnitude currently, but have been falling since 1957, while they are now larger in manufacturing than at that time. For the mining and petroleum companies, however, there is a relatively small amount made available by capital flows from the United States, undistributed profits, or funds obtained abroad. Depreciation charges are the dominating source of cash flow in these industries. Using funds from this source, the firms involved are able to finance current levels of capital outlays and working capital requirements.

These figures for actual capital expenditures for plants and working capital show that the total investment activity of U.S. companies in Latin America is very much greater than the data on net capital flows alone suggest. Over 70 percent of the capital formation in this region is carried out by the private sector, and U.S. firms undoubtedly contribute substantially to the total.

Production gaining

The benefits of this investment effort are manifold, in terms of employment, government revenues, productivity, etc. One direct measure currently available is the value of manufacturing production in Latin America coming from the U.S.—affiliated plants, as shown in table 3. Growth has clearly been substantial and quite steady, although there have been some temporary setbacks, as in Argentina in 1962, when local conditions are depressed or disturbed.

Some comparisons are made in the October issue of the *Survey of Current Business* between exports from the United States and local manufacture by

Table 3.—Sales of U.S. direct investment manufacturing affiliates in Latin America, 1957, 1959-62

(Millions of dollars)

	1957	1959	1960	1961	1962
Latin America,[1] total	2,435	2,830	3,180	3,770	4,190
Argentina	385	426	696	895	865
Brazil	659	764	879	940	1,125
Mexico	643	751	770	850	1,020
Venezuela	268	364	360	390	400
Other	480	525	475	695	780

[1] Includes dependencies.

Source: U.S. Department of Commerce, Office of Business Economics.

U.S. companies of some important commodities. These figures show a decline of about $500 million in exports from the United States since 1957 while local production in the area of these items has risen by nearly $1½ billion. In chemicals, for instance, export sales have fallen off somewhat, but local production has risen from sales of $½ billion in 1957 to about $1.0 billion in 1962.

From the point of view of Latin America, therefore, a much greater volume and variety of manufactures is being made available than would be if they had to be imported.

The general impression that can be derived from these figures is that investment activity by U.S. companies in Latin America is being very well sustained by comparison with any earlier period except the huge temporary budge in 1956-57. On the other hand, the flow is not widely distributed among the countries of the area, and can shift quickly as projects are completed or local conditions become unsettled.

Given the needs of the area for economic development, a considerably larger flow than has been experienced over any extended period in the past could make a highly significant contribution. To restore the share of Latin America in the total foreign investment program of U.S. industry, however, the relative attractiveness of the area in terms of growth with stability, security of investment, and expectation of returns, must be greatly enhanced.

Latin letters of credit up sharply in September

Outstanding confirmed letters of credit drawn by Latin American importers in favor of U.S. exporters rose for the second consecutive month in September by $6.3 million to $150.1 million.

The Federal Reserve Bank of New York reported the September total was the highest since the May 1962 figure of $150.6 million. Increases were reported in 10 of the 23 countries covered by the Bank's monthly survey of Latin American export credit experience of 11 commercial banks. Latin importer's draft indebtedness to U.S. traders also rose $3 million to $222.7 million.

Expanded AID guaranties for private investors in Latin America

The expanding coverage of guaranties for private U.S. investors in Latin American enterprises is typified by a recent agreement with Ecuador. The map on this page pinpoints the countries with guaranty agreements and the types of coverage.

This latest bilateral accord—the 21st concluded with other countries by the Agency for International Development (AID) since August, 1962—emerged from an exchange of notes among Ecuadorean and U.S. authorities.

Under most such pacts, AID insures U.S. individuals and companies against: inability to convert local currency into dollars; loss due to expropriation; war, insurrection, or revolution; and certain commercial and political extended risks. Fees are charged for this coverage. Seventy basic investment guaranty agreements have been signed since the program's inception in 1948.

The Ecuador accord amends an earlier (1955) agreement by adding protection for investors against hazards of war, insurrection and revolution as well as against extended risks. The 1955 pact provided protection only against inconvertibility of currency and expropriation losses. Argentina, too, has signed an amended agreement with the United States to extend coverage to expropriation and war risks as well as convertibility.

More than half (665 out of 1,137) of the guaranty applications on hand at AID as of June 30 were for Latin America, aggregating $2.8 billion. In the Apr. 1-June 30, 1963 fiscal quarter, guaranties totaling $7,637,924 were issued to 23 applicants.

Brazil backs Alliance goals; political, financial troubles delay program's implementation

U.S. joins in 2-pronged attack on ills of depressed Northeast; private foreign investments have been drastically reduced

Operation Pan America, proposed in 1958 by then President Kubitschek of Brazil, was a forerunner of the collective mobilization of efforts under the Alliance for Progress, and the creation of the Alliance was welcomed by the Brazilian Government.

The program has had a significant impact in Brazil despite the fact that uncertainties in the political situation and investment climate, coupled with rampant inflation, have slowed the anticipated pace of international participation through credits and investment in the Brazilian development effort.

The lack of a strong development program in Brazil and delay in the implementation of an effective stabilization plan have limited U.S. aid to Brazil under the Alliance for Progress.

In the latter months of 1962 the Brazilian Government initiated a number of steps to control inflation, and work began on a 3-year development program, which was completed in early 1963, together with a stabilization plan.

Correspondence

The Minister of Finance exchanged letters with the Administrator of the U.S. Agency for International Development (AID) in March 1963, outlining a series of measures already taken or scheduled by the Brazilian Government to attack the problem of economic and social development while at the same time restoring monetary stability.

Although additional steps to improve the internal and international financial situation of the country subsequently have been taken, delays in the full implementation of the program have slowed the timetable of assistance from the U.S., the Western European countries, and the international finance agencies.

Loans and grants authorized for Brazil by AID totaled $29.1 million in 1962 and $75.2 million in the first half of 1963. Sales agreements for U.S. surplus products under U.S. Public Law 480 totaled $137.9 million in 1962 and $11.2 million through June 1963. An additional sales agreement, totaling $94.4 million, was signed in September.

Peace Corps projects in Brazil, involving $900,000 in 1962 and $400,000 in January-June 1963, include assistance in improving living conditions in the Sao Francisco Valley.

IDB commitments

Commitments from the Social Progress Trust Fund administered by the Inter-American Development Bank (IDB), which totaled $46.8 million in 1962 and $2 million in the first half of 1963, provided funds for the following: development of the water supply and sewerage systems of Rio de Janeiro and 6 cities in Northeast Brazil; agricultural credit for low-income farmers in the States of Minas Gerais and Espirito Santo; and a low-cost housing program in Pernambuco.

Loan commitments by the IDB from ordinary capital resources totaled $39.6 million through September 1963, for private industries and publicly-owned enterprises, including power projects and a synthetic rubber plant. An additional $21.8 million was committed by the IDB from its Fund for Special Operations, principally made up of loans to development banks in the Northeast and in the State of Guanabara, for relending to private industries.

New planning group

The established planning groups in Brazil, the National Planning Commission (COPLAN) and the Coordinating Commission for the Alliance for Progress (COCAP), were subordinated to a new planning organization in July 1963, the Commission for National Planning. The new planning body has been assigned the task of improving the 3-year development and stabilization plan which was completed in December 1962, and of coordinating and approving project proposals by various Federal Government agencies for domestic and foreign financing.

Brazil's enormous area and the considerable variations in geographic, economic, and social conditions have tended to encourage regional planning. The priority of improving the critical economic and social conditions in Northeast Brazil motivated the creation of the Superintendency for the Development of the Northeast (SUDENE), to coordinate all programs for the 600,000-square mile area.

Development council

The States of Parana, Santa Catarina, and Rio Grande do Sul have organized a development council which is supported by a regional development bank. Other States, including Sao Paulo, Minas Gerais, and Bahia, have initiated their own long-range development plans, and development banks have been established in Minas Gerais and Guanabara.

In April 1962 the U.S. and Brazil joined in a 2-pronged program for Northeast Brazil: making a fast start on some of the critical problems of the impoverished area while laying the foundation for its long-range development. The immediate action program, to which the U.S. committed $33 million and Brazil at least $25 million, was designed to improve the water supply, bring electricity into rural communities, send mobile dispensaries through the area, and build elementary and vocational schools.

The program for the $220-million 2-year effort, for which the U.S. committed $98 million, includes irrigation, road improvement, electric power development, primary and vocational education, and improved farm production and marketing.

Investment problems

The registration of existing foreign investments in Brazil, which is required by legislation of September 1962, has been delayed, with the result that profit remittances abroad virtually have ceased. Private foreign investments in Brazil have been sharply reduced: for example, machinery and equipment licensed for importation as capital investments, which totaled $107 million in 1960, amounted to only $21 million in 1962 and $2.8 million in the first half of 1963.

U.S. private direct investments in Brazil totaled $1,088 million at the end of 1962, of which $611 million was in the manufacturing industry. Additional investment in manufacturing in 1962 was about $60 million, but only $10 million of this sum represented additional capital inflow.

Tax fraud cases illustrate Alliance's impact on Chile; self-help programs catch on

Well trained planning staff shares experience with neighbors; lack of guarantee agreement inhibits U.S. investors, but Government still boosts private capital's development role

Two criminal prosecutions for tax fraud marked a recent milestone in the history of Chile and the Alliance for Progress.

They were the first in Chile's 145-year history as an independent state!

The event was symbolic of Chile's progress within the Alliance in that it both dramatized a significant accomplishment and emphasized the magnitude of the problems still facing the nation.

Despite sniping from the Communist left and disagreement by some other parties as to what form the Alliance should take, there has been growing Chilean awareness that the Alliance for Progress is not just another U.S. foreign aid program, but a joint commitment by Latin America and the U.S. to improve the economic and social well-being of their people.

Evidence of this increased awareness was the creation recently of a Public Commission on the Alliance comprised of leading private and government figures, and the favorable public reaction to the activities of a California mission seeking to share its experience in solving agricultural problems common to both areas.

Talent available

Chile has been very fortunate to have within its Development Corporation (CORFO) a highly trained and dedicated staff of economists who not only are responsible for one of the first integrated, long-range development plans in Latin America, but who have also found it possible to share their experience with neighboring Latin nations.

The major goal of the Chilean Ten-Year National Development Program (1961-70) is to achieve an average annual increase of 5.5% in the gross domestic product (3% on a per capita basis). This is based on expected growth rates of 6% in mining, 5.5% in agriculture, and 6.5% in manufacturing.

Installed electric power is expected to increase by 1,265,000 kilowatts by 1970. The length of paved roads should rise to 5,500 kilometers, nearly twice that in 1961, while the freight capacity of the nation's railways should increase 40%.

Investment needs

Financing this program will require private and public investments of about 9.5 billion escudos (approximately $10 billion in 1960 prices). Gross foreign exchange costs are estimated at $2.5 billion, comprised of $831 million for manufacturing, $500 million for transportation, $411 million for power and fuel, $364 million for mining, $111 million for agriculture, $64 million for urbanization and communications, and $260 million for other activities.

In the first 2½ years of the Plan's operation, the U.S. Government has committed $330 million in direct support of the Chilean development program, with more than 90% of the total in the form of loans. The most recent commitment was a $60 million AID-Eximbank-U.S. Treasury package in support of Chile's integrated stabilization-development program.

Inter-American Development Bank (IDB) operations have resulted in loans totalling nearly $70 million by the end of September, most of which have not yet been disbursed.

Substantial contributions have also been made by international lending institutions such as the International Bank for Reconstruction and Development (World Bank), the International Development Association, and the International Finance Corporation which, together, at the end of September were committed to some $50 million in future disbursements.

U.S. Government assistance has mainly gone toward building up the Chilean institutional framework for carrying out the Ten-Year Plan and providing some of the capital requirements for bringing about social improvements such as school construction and low-cost urban and rural housing.

In implementing the principle of "self-help" upon which the entire Alliance is based, Chile has undertaken programs in almost every area of economic and social activity. In the field of taxation, the tax service has been reorganized, evaders prosecuted, and revenues increased 15% in 1962 as the result of more efficient administration. An income and inheritance tax reform bill is pending in the Legislature which should simplify and rationalize the tax structure.

Agrarian reform moved forward with the Law of November 1962 which provides for the resettlement of 5,000 families in 1963 (compared with only 4,800 families between 1928 and 1962), and was further strengthened by the recent passage of a constitutional amendment which grants the Government authority to make deferred payments for agricultural land.

Other measures aimed at stimulating agricultural production include tax assessment of land according to its most productive potential use; expansion of agricultural extension services and supervised credit programs for small farmers; land surveys; creation of Rural Education training centers (with Peace Corps assistance); creation of livestock development plans; and increased support for better marketing facilities for agricultural and fish products.

Private capital's role

The Chilean Government has given great weight to the role of private foreign and domestic capital in obtaining the Plan's objectives. Indeed, more than half the plan's total investment requirements, including 80% of those in manufacturing, are expected to come from private sources. The Foreign Investment Law of March 1960, which provides various incentives and guarantees to foreign capital, is a further indication of the Government's view of the importance of private capital.

But participation by the private sector is inhibited by such factors as inflation, a deteriorating exchange rate, and uncertainties concerning the outcome of the forthcoming elections.

U.S. investment in Chile is further inhibited by failure of our Governments to negotiate a war risk and expropriation investment guaranty agreement, and the inability of the Chilean Government and the large copper companies to arrive at a mutually satisfactory investment agreement.

Central America says 'Si'

Initial skepticism forgotten as Alliance catches on; investment chances excellent

The Alliance for Progress has been welcomed by the Governments of the Central American Republics and Panama. While there has been some dissatisfaction with the speed at which the Alliance program has been moving, official circles in the region are strongly in sympathy with its goals.

The reception of the Alliance for Progress by those outside of government has been on the whole very favorable, though some vocal conservative elements have remained in opposition. The business community especially viewed the Alliance with initial skepticism, which has changed encouragingly as beneficial results of Alliance for Progress inspired programs have become apparent.

U.S. assistance to the area in 1962 totaled $84.8 million, from the following sources (figures are in millions): Agency for International Development, $28; Export-Import Bank, $12.5; sales agreements, including Public Law 480 sales, $8.6; Social Progress Trust Fund, $29.7; and other, $3.3. Projected 1963 U.S. assistance will be nearly $79 million.

Most other external assistance to Central America and Panama comes from the United Nations and its specialized agencies; the Inter-American Development Bank (IDB), and the Organization of American States through the Economic Commission for Latin America; the World Bank; and private foundations. More detailed information on external assistance from these organizations is contained in the article on the Latin American regional organizations, elsewhere in this issue.

Plans completed

Overall economic development plans have been completed for Panama and Honduras. The first was only recently finished and is still under review, with some modifications possible. The Honduran plan was completed over a year ago. Development planning also is under way in each of the other Central American countries and efforts have been made to coordinate national plans regarding transportation, telecommunications and other aspects with an interregional impact.

In addition to the areas mentioned, expansion of electric power facilities, land redistribution and expansion of credit to rural farmers, development of low cost housing and increases in educational facilities are important in future plans.

Technical assistance is being provided in the development planning process by AID and international agencies.

Development planning relies heavily on external loans for financing, due to the limited capacity of the individual governments to finance the needed projects. Government budgets are already hard-pressed to include the many programs designed to improve the condition of lower income groups. The region has an extremely high percentage of its population in the lower age groups, causing heavy demands on public social services.

Publicly financed infrastructure projects including highways, housing, medical services and schools have been the subject of great political and demographic pressure to the extent that the governments have tended to make their largest investments in these areas.

Industry may become the most rapidly growing sector of the Central American economies. Government policy in the region is committed to industrialization, and with few exceptions encourages private interests to undertake this activity.

The needs of the area are vast. A study made for the Economic Commission for Latin American projects that with an assumed yearly per capita income increase of 2.5% in the next 10 years, the demand for manufactured products would increase from $1.3 billion in 1960 to $2.7 billion in 1970. In view of the prospective import capacity, regional domestic production will have to increase from $848 million to $1.8 billion in order to fill part of the demand.

Enormous opportunity

This obviously presents an enormous opportunity for private investors, both local and foreign. The investment necessary to attain the additional production is estimated to be just under $1 billion.

The long term private investment climate is favorable in Central America and Panama. Occasional political uncertainties, such as the recent military coups in Guatemala and Honduras do, however, visibly slow both foreign and national investment. Yet each country has an incentives or industrial encouragement law, the application of which varies from country to country. In Costa Rica, for example, the Government has shown an increasing inclination to enter economic activities. The other extreme is El Salvador which not only utilizes its industrial encouragement legislation, but has an extremely active industrial promotion office. In general, this legislation is used to support both foreign and private investment.

A uniform Central American industrial encouragement law is pending. All of the countries of the area have a Private Investment Guaranty Agreement with the U.S. covering expropriation, convertibility, and in the case of Panama and Nicaragua, war risk.

Changing import pattern

Proposed loan and grant programs will generate substantial economic activity within the region. As industrialization takes place, a change in the import pattern from the U.S. must be expected. Import substitution industries will rapidly replace some current imports of processed foods, appliances and luxury items. In their place will come a gradual demand for capital goods, raw materials, and specialized machinery.

U.S. investment in Central America and Panama totaled $910 million in 1962. While the largest foreign investing nation is the U.S., other countries also have important investments. Western European capital is important in the region, with the Federal Republic of Germany and the United Kingdom the leading investors.

In each of the countries, capital from other Central American countries is increasingly important. Other Latin American capital is also represented, with some Mexican, Colombian, and Venezuelan investment.

Additional information can be obtained from the following Department of Commerce publications:

Foreign Trade Regulations of El Salvador. OBR 63-109. 7pp. August 1963.

Import Tariff System of Nicaragua. OBR 63-18. 2pp. March 1963.

Investment in Nicaragua. OBR 62-14. 9pp. December 1962.

Basic Data on the Economy of Guatemala. OBR 62-35. 24pp. December 1962.

Import Tariff System of Guatemala. OBR 62-37. 3pp. December 1962.

Import Tariff System of Chile. WTIS. Part 2, No. 62-10. 2pp. February 1962. 10 cents.

Alliance achievements in Bolivia yet to be realized; program aims at laying groundwork in 3 areas

Also seeks to insure availability of human resources by investing in schools, housing, health and education

The Alliance for Progress in Bolivia, founded on the bedrock of mutual self-interest, seeks to aid both the economic and social development of this key Andean country.

The program has concentrated on helping to lay the basic economic groundwork in the vital development sectors of mining, transportation and agriculture, while helping to insure the availability of the human resources by investing in schools, housing, health and education.

Because of the pressures of the development process the government fiscal deficit has necessitated more budgetary support than is consistent with the other program objectives. However the efforts of the government, with the financial assistance of AID, to eliminate this deficit—attributed mainly to the considerable deficits of the national mining corporation COMIBOL, and national railroads—should begin to bear fruit within the foreseeable future.

Basic tenets

The basic tenets of the *Alianza para el progreso*—the necessity to implement social reforms such as land and tax reforms—are also the platform of the party now in power, the Movimiento de Nacional Revolucionario (MNR). It is on this platform that the MNR took power in 1952, overthrowing the ruling military junta and for the first time bringing the *campesinos* (Indian farm laborers and subsistence farmers) and urban labor into the political process.

The accomplishments of the Alliance in Bolivia, in terms of its long range goals, are mainly yet to be realized. Total funds (including AID grants and loans, Export-Import Bank loans, PL 480 provisions, Social Progress Trust Fund resources, and Peace Corps projects) allocated for the Alliance program have been: 1961—$31 million, 1962—$57 million, and 1963 (first half)—$42 million. Much of this aid is either in the "pipeline" (ordered but not arrived) or is being held in readiness pending feasibility studies and additional technical research. Therefore, the accomplishments of the Alliance must be understood against the time factor inherent in any sound economic development program.

Triangular operation

In the mining sector the Alliance accomplishments will largely depend on the outcome of the "Triangular Operation," in which AID, the Inter-American Development Bank, and West Germany have agreed to finance a 3-year $38-million rehabilitation program within COMIBOL, the country's major foreign exchange earner. This project is now in the crucial stage as the recently initiated implementation of certain labor reforms has brought about a major labor-government conflict. However, the strong government stand during this conflict has undoubtedly insured the inevitable success of the Triangular Operation by demonstrating the willingness of the government to take the steps necessary to fulfill its role in the rationalization of COMIBOL.

In the transportation sector, important to this land-locked, mountainous nation, AID has been engaged in helping the government of Bolivia reorganize the national airlines (LAB) and the national railroads along the lines best suited to the economic development. The construction of El Alto airport and road is a notable project in this sector as is the procurement of a U.S. management team to help rehabilitate LAB.

The Alliance is helping to finance smaller transportation facilities which are being constructed through "Civic Action" projects. Civic Action is a self-help type program, organized and run by the Bolivian army, in which *campesino* groups cooperate in the construction of roads and small airfields.

Such infrastructure projects are designed to stimulate integration of the *campesinos* into the national economic, political, and social structure—an important goal of the Alliance in Bolivia.

In the agrarian sector, the Alliance has encouraged continued land redistribution under the government's land reform program. Since the Revolution in 1952 over 220,000 *campesino* families have received titles to land. Over 100 Peace Corps volunteers are doing grass roots extension work in agricultural areas while the IDB, through the Social Progress Trust Fund, has agreed to provide $9.1 million for colonization of the underpopulated, fertile lowlands of the east. Under AID supervision the agricultural bank was reorganized to help provide credit to campesino farmers.

Foreign investment role vital

The role of foreign investment in the Alliance for Progress is a vital one, both as a source of foreign exchange and as a source of technical knowhow. In Bolivia it has been concentrated in oil and has had the support of both the Alliance and of the Bolivian Government. In general, U.S. capital in oil has had excellent relations with YPFB, the government petroleum agency. In fact such capital has provided financial support to the agency, helping it to develop domestic petroleum resources. During his recent visit to the U.S., President Victor Paz Estenssoro reiterated his country's desire to attract foreign capital to participate in the economic development of the country. It is, of course, axiomatic that as Bolivia develops economically—as the Alliance hopes—the opportunities for investment increases.

The role of U.S. exports to Bolivia is also an important one under the Alliance. The process of economic development demands a high level of capital goods imports, especially in the initial stage of development. As U.S. aid is mostly in dollars and as much of it is tied to U.S. exports, the necessary capital goods are largely imported from the United States. It is also obvious that the economic development of Bolivia means a rising level of income for the people as a whole and hence better markets for U.S. mass-produced consumer goods.

Additional information can be obtained from the following Department of Commerce publications:

Market Indicators for Latin America. WTIS. Part 3, No. 62-3. 12pp. January 1962. 20 cents.

Railways of Latin America. WTIS. Part 4, No. 57-5. 8pp. April 1957. 20 cents.

Trade of the United States with Latin America, Years, 1959-60, and Half-Years, January-June 1959-62. WTIS. Part 3, No. 62-2. 4pp. January 1962. 20 cents.

Alliance is 'old hat' to Mexico

Fits right into 45-year-old programs of Mexican Revolution; 1st planning group founded

The Mexican attitude toward the Alliance for Progress differs substantially from that of most of its Latin American neighbors. Mexico considers many of the principles of the Alliance to parallel those of the Mexican Revolution which it has been developing for over 45 years. The Alliance, therefore, is regarded in both the public and private sectors as primarily a source of broader foreign assistance in carrying out Mexico's own programs.

Nonetheless, since inception of the Alliance, Mexico has taken various steps related to the basic concepts of the program. It has improved the income tax system; speeded and improved land distribution techniques; focused greater attention on diversifying agriculture and opening new agricultural lands; stepped up social-improvement programs such as education and housing, and tourist and frontier rehabilitation programs; and is moving to decentralize industry as a means of promoting economic development in lagging geographic areas.

Moreover, it has for the first time established a Planning Commission to prepare coordinated development plans, the first phase of which is the Immediate Action Plan 1963-1965. An Office of Public Expenditures also has been created to analyze, formulate, and coordinate public sector outlays.

Plan submitted

The Immediate Action Plan has been submitted to the Council of Nine of the Organization of American States and the International Bank for Reconstruction and Development (IBRD) where it is still under study. As drafted, the plan aims at increasing gross national product by an average of at least 5% annually through investments totalling $6.3 billion during the 3-year span.

These proposed investments are about equally divided between the public and private sectors. Of public sector investment, about half is to be generated domestically, with the remainder, about $500 million per year, to be obtained through foreign credits. About three-fourths of public sector investment is for basic development of agriculture (largely irrigation), industry (power and petroleum), and communications (highways and railways), with the remainder largely devoted to social welfare projects.

In the private sector, investment is directed mainly into manufacturing (40%), construction (33%, agriculture and livestock (14%), with transportation, mining, and other activities accounting for the remainder. As to sources of financing for the private sector activities, the plan looks for the bulk to come from domestic sources, with an estimated $100 million annually from foreign private capital, (preferably in minority association with Mexican capital), supplemented by private foreign credits of about $25 million annually.

No delay

While the plan still is under study, Mexico has been proceeding with its implementation and has been obtaining financial assistance in this connection. Direct U.S. grant and loan commitments to Mexico in the first 9 months of 1963, including allocations from the Social Progress Trust Fund administered by the Inter-American Development Bank (IDB), amounted to $58.2 million, compared with $56.6 million in calendar year 1962.

The various loans covered the purchase of diesel electric locomotives and track maintenance machinery; milk pasteurization, steel mill, and soda ash plant equipment; and funds to assist **(1)** the development of a pilot agricultural development project, consisting of irrigation, housing and roads, (El Limon); **(2)** the provision of long- and medium-term credits to small farmers; and **(3)** the development of a national low-cost housing program. The Agency for International Development has also guaranteed private U.S. financing of several low-cost housing projects.

Additional loan funds

Mexico has obtained additional development funds from various International agencies. In 1962 and the first 9 months of 1963, the IBRD has authorized loans totaling $213 million, for power, road construction and irrigation projects. In the same period, the IDB has approved loans totaling $33.4 million from its ordinary resources for such purposes as colonization and improved land use, irrigation, and equipment purchases for chemical plants. Similarly, the IDB has authorized $3.8 million from its Fund for Special Operations for preinvestment studies of agriculture and agriculture processing industries in Mexico's Lerma-Chapala-Santiago Basin.

Mexico also has obtained some financial assistance from the United Nations Special Fund, and from European sources. In addition, Mexico recently floated a $40 million bond issue in the U.S.—the first such in 50 years—proceeds of which are to be devoted primarily to power development.

While the Immediate Action Plan calls for 50% participation by the private sector, and the Government repeatedly has stressed the importance of private enterprise in economic development, and offers numerous promotional incentives, indications are that both domestic and foreign private investors are following a policy of caution.

Reasons for caution

This is due to a variety of factors, including concern over the Government's intervention in and direction of private activity in the form of forced industrialization, pressures for Mexicanization (majority Mexican capital participation in enterprises), imposition of mandatory profit sharing for employees, and its avowed intention of taking action if the economic development rate slows, or if private enterprise fails to act.

Coupled with the foregoing is the normal caution apparent in a pre-election year as businessmen await the selection of the predominant political party's Presidential candidate and then attempt to evaluate his economic philosophy.

Economic activity up

Economic activity in Mexico, however, is up. GNP which in 1961 showed only a 3.5% increase over 1960 (just slightly above the 3.2% rate of population increase), rose 4.8% in 1962, and is expected to increase by over 5% in 1963. In line with this increased activity, imports are increasing. Mexican global statistics show imports valued at $706.5 million in the first 7 months of 1963 ($652.5 million in the same months of 1962). The U.S. share in the 1963 period was $494.4 million or 69.9% of Mexico's total imports, ($443.2 million in the 1962 period or 67.9% of the total).

Given the nature of Mexico's development activities, and the pattern of its import trade, the import rise should be in machinery and equipment, and raw and semi-finished materials.

Colombia first nation to produce 10-year development plan under Alliance; results are encouraging

Loans from abroad help dynamic low-cost housing program; investments appear profitable; expropriations non-existent

Colombia may be described as being in the vanguard of the Alliance for Progress.

Both government and the private sector support it fully. Some encouraging results were produced during the first 2 years of the program despite difficult economic problems.

In meeting its commitments under the Alliance, Colombia was the first nation to produce a 10-year development plan, a program which aroused widespread international interest.

Last January, an international consultative group, whose members came from international lending agencies and 16 industrialized countries, agreed to coordinate their efforts under the Alliance in a large scale program to help finance Colombian development.

By the end of August, the group had agreed to finance projects costing $144 million. Additional projects are expected to be financed for a total of $317 million by mid-1964. The projects are in the fields of transportation, electric power generation, communications, agriculture, water and sewage, education, housing and industry.

U.S. exporters of machinery and equipment, as well as suppliers of technical services, will have good opportunities to increase their sales whenever they are eligible to participate in these projects.

Tax measures enacted

Colombia also took steps to reform its tax laws and recently enacted new tax measures which will provide more revenues for the government's investment program. Agrarian and administrative reform programs are also underway.

Colombia has received from abroad loans and grant authorizations totaling $550 million, with more than $225 million of this sum committed by the U.S. Government. These funds are being used for several purposes.

For example, they are used to assist the Instituto de Crédito Territorial (ICT), which has one of the most dynamic low-cost housing programs in Latin America. A total of 30,000 units are being built yearly.

At the same time, 22,000 schoolrooms are being constructed over the 1962-65 period. Municipal sewage and sanitary facilities are being constructed or improved. Agrarian reform has resulted in the distribution of 301,500 hectares of land to 6,681 families.

Electrical power generating capacity is being swiftly boosted to meet the demands of the country's dynamic manufacturing industries. Iron and steel facilities are being improved. Transportation facilities—railroads, ports and highways—are all being improved and extended.

Helps private sector

A private Investment Fund was set up last March to assist the private sector with badly needed sources of credit. The Fund will obtain an average of $40 million annually for 3 years from AID ($30 million) and other sources. It will be administered by the Bank of the Republic and loans will be channeled through the banking system for industrial projects that will result in a saving or gaining of foreign exchange for Colombia.

The private sector is also being assisted with credit by the four regional financial companies (financieras). These companies have received several loans from international lending agencies and have financed a large variety of industrial activities in Colombia. The Export-Import Bank has also made available funds for the purchase of aircraft, chemical equipment and cement-making machinery.

Since the inception of the Alliance, more and more businessmen from the U.S. and Europe have been visiting Colombia to study its investment opportunities. The majority have stayed to consult Colombian businesmen and bankers and to make definite plans to invest capital equipment and know-how.

Investments in Colombia (U.S. direct investments totaled $425 million in 1961) appear to be profitable. Business failures of any importance seldom occur. Companies that are reasonably well organized and managed usually make a profit, sometimes more than the profit they might have made from similar operations in the U.S.

Joint ventures involving Colombians and foreign capital have proved quite durable—and in some cases remarkably successful. Both government and private industry have been generally friendly to foreign capital and there is no history of expropriation or confiscation.

Guaranty program

To increase investment by U.S. private firms, AID established an investment guaranty program. It now appears that an investment guaranty agreement with Colombia will soon become a reality. Investors are now applying for insurance to cover risks of expropriation, confiscation, war, revolution or insurrection.

At mid-year, AID was processing applications from Colombia for insurance valued at $498.8 million. The agency also guaranties private U.S. investment in self-liquidating pilot or demonstration projects. Under its new program of encouraging studies to determine practicality, AID has already participated in up to 50% of the cost of six approved surveys.

Concerning the 10-year development plan, changing conditions may cause Colombian planners to fall shy of their targets but the objective is to attain a 5.6% annual increase in the gross national product (GNP) over the 1962-65 period and for a massive $10.4 billion to be invested in the economy over the 1961-70 period.

Imports are to be increased from $540 million last year to $623.4 million—mainly in the form of capital goods and equipment, semi-manufactures and industrial raw materials rather than consumer goods. Particular emphasis will be put on stimulating growth in the metallurgical paper, chemical, construction, transportation, communications and electric power generation industries.

Additional information can be obtained from the following Department of Commerce publications:

Import Tariff System of Colombia. WTIS. Part 2, No. 62-34, 3pp. June 1962. 10 cents.

Pharmaceutical Regulations of Colombia. WTIS. Part 2, No. 57-76. 4pp. July 1957. 10 cents.

Preparing Shipments to Colombia. WTIS. Part 2, No. 59-24. 10pp. April 1959. 10 cents.

Dominican coup interrupted promising Alliance program

All AID assistance suspended until U.S. recognizes regime; slow-starting program was beginning to pick up momentum

On September 25, the democratic experiment of only 8 months in the Dominican Republic came to an abrupt end. A military coup deposed President Juan Bosch and a civilian 3-man ruling triumvirate was instituted. The U.S. suspended diplomatic relations with the Republic and halted all official transactions. U.S. foreign assistance, vital in the economic and social development of the country, was also suspended.

The following summary of the major aspects of foreign aid to the Dominican Republic during the last 2½ years is designed primarily to provide background on the impact of the Alliance for Progress on the Dominican economy prior to the overthrow of the Bosch regime.

Emergency aid

Following the fall of the Trujillo regime in May 1961, the U.S. provided the Dominican Republic with substantial foreign aid. Initially, in order to deal with the critical budget and balance of payments problems which arose from the prolonged political disturbances preceding the change of government, aid granted was of an emergency character. Later some project loans were granted.

Announcement of the Alliance for Progress was enthusiastically received by the Government and the public alike. Enthusiasm began to wane, however, as the self-help obligations of the Alliance program met entrenched resistance, despite Government efforts to get the various sectors of the economy to cooperate. Some progress, however, was made in agrarian reform, but in other areas there were few concrete accomplishments. The goals of the Alliance have been nebulous for many Dominicans, but by mid-1963 aid was being received more effectively.

In 1961 the Dominican Republic received a grant of $100,000 in surplus foods under the Food for Peace program. U.S. aid to the Dominican Republic assumed greater proportions in 1962 with total commitments and obligations amounting to $55 million, of which $48.2 million were loans and $6.8 million were grants. A major element of this assistance was a $25 million AID loan in February 1962, most of which was used to liquidate arrears in commercial debts due abroad and unpaid because of Trujillo's diversion of foreign-exchange receipts.

The Export-Import Bank authorized a $10 million line of credit during 1962. Of this amount, $3.4 million was used by the Dominican Electrical Corporation to help finance the expansion of the Santo Domingo thermal power station; $1 million was authorized for use by the Dominican Industrial Development Corporation for relending to small enterprises but the amount was not used; $4 million was authorized for purchase of U.S. machinery and equipment for a 2-year highway maintenance program, but this amount also was not used. The remaining $1.6 million expired unutilized.

Also authorized in 1962 were $7.6 million granted under Public Law 480 for the purchase of U.S. rice to make up the shortfall in Dominican production, $6.5 million under the Social Progress Trust Fund, and $1 million for the Peace Corps.

For the first 6 months of 1963, commitments and obligations totalled $31 million. The major portion of this was an AID grant of $22.75 million in March 1963 (the equivalent of the amount collected by the U.S. on sugar imports subject to a penalty tax applied against the Trujillo Government). An AID loan of $2.1 million was made in January 1963 to support development of savings and loans institutions. Also in 1963 loans from the Inter-American Development Bank were made for $3.5 million in February from the Social Progress Trust Fund to finance low-cost housing, and $6 million in July from ordinary funds for livestock and agricultural development.

From the assistance made available to the Dominican Republic, the following physical accomplishments were estimated to have been realized by June 30, 1963: 76 classrooms were built; 3,419 teachers were trained; 800,000 books were purchased; 170 people were trained in agriculture; 77,086 credit loans in agriculture were made, not including the IDB program; 2,500 farm families were resettled; 270,000 children were fed (92,000 through CARE); 1,290 houses were constructed; 300 miles of roads were built and maintained. Some 460,000 people benefitted during the last year and a half.

While the Dominican Republic did not draw up a national development program, a set of goals had been prepared prior to the overthrow of President Bosch. The provisional government is expected to carry through part of the program as it involves projects which are needed regardless of politics.

Although some changes may be made in the type of project and method of carrying it out, the following illustrates the type of planning envisaged for the future development of the Republic:

1) Development of a comprehensive national educational system for universal public education for Dominican children through the first 6 years of elementary education by 1967; reduction of illiteracy from 50% to 10% by 1972; and improvement and extension of secondary education, normal and vocational schools.

2) Training and improved utilization of manpower resources necessary for industrial development, and establishment of progressive labor-industrial relations;

3) Rural development and diversification to increase production of commodities other than sugar, including livestock development and forest and water conservation.

4) More efficient government planning and administrative reform.

U.S. assistance facilitated a sharp increase in Dominican imports, from $69.5 million in 1961 to $127.1 million in 1962. Export earnings for 1962 amounted to $172.5 million compared to $143.1 million in 1961. In the first 9 months of 1962, 46.9% of Dominican imports came from the U.S. and 83.3% of its exports went to the U.S.

All indications prior to September 25, 1963 were that an improved climate was being developed in the Republic. Under the current situation, trade is still in progress but the loss of confidence resulting from political instability may be reflected in a sharp reduction in trade and investment activities. As of June 30, 1963, 35 investment guarantees had been processed through AID for a total $93.5 million. Suspension of these private investment plans would be a serious loss to the economy of the Dominican Republic.

Until recognition is granted by the U.S., all official U.S. foreign aid assistance will remain suspended. Basically, the Dominican Republic, however, remains a country with a great deal of economic potential and a market which likes and wants American goods.

Alliance emphasizes boosting Paraguay's agricultural output

Road programs, Food for Peace shipments get top priority; Guaranty agreement, Cooley funds brighten investor's outlook

In Paraguay, the Alliance For Progress is preoccupied with providing minimal subsistence, health, and education requirements for a large part of the population.

With a per-capita income of probably not more than $100, this land-locked, predominantly agricultural country is confronted with a need for the economic and social modifications that are the goals of the Alliance.

A number of grass-roots programs have been developing well, and several larger projects are under way within the broad auspices of the Alliance For Progress. The Alliance has, for the most part, been hailed within Paraguay, but some feel that meaningful assistance has been slow in coming.

AID projects

U.S. aid totaled $10.9 million from January, 1962 to June, 1963. Current AID projects of significance include development of major and minor roads. The "Brazil" road, which cuts across the country due east from Asuncion, links up with a highway providing access to the Brazilian sea port of Parangua. The trans-Chaco road is nearing the Bolivian border and opens up relatively inaccessible lands. A major program to revamp the farm-to-market road system is just getting under way.

Hundreds of new schoolrooms in rural areas have been or are being completed, and rural health assistance programs are being emphasized. Technical assistance has been centered in the agricultural sector, although some, such as that afforded the School of Public Administration, has been extended in other areas. PL 480 wheat shipments are enabling Paraguay to pay for certain food needs in local currency. The funds thus accumulated are loaned to private U.S. lumbering and cattle raising firms for expansion and improvement of their Paraguayan operations. An economic census planned for 1964 is being funded by AID. Assistance in development of the telecommunications system is beginning, along with a program to revamp utilities in Asuncion.

Generally, U.S. assistance is designed to focus on the bulwark of Paraguay's economy, agricultural production, with substantial attention given to the related food processing and lumber industries.

Power loan

The Inter-American Development Bank (IDB) has approved a loan to finance $12 million of the $24 million Acaray hydroelectric project in the East.

The Paraguayan Government has set up a Planning Secretariat, with hopes of developing a definite program in the agricultural field, and the Secretariat has just issued a preliminary study of agriculture, livestock, and forestry.

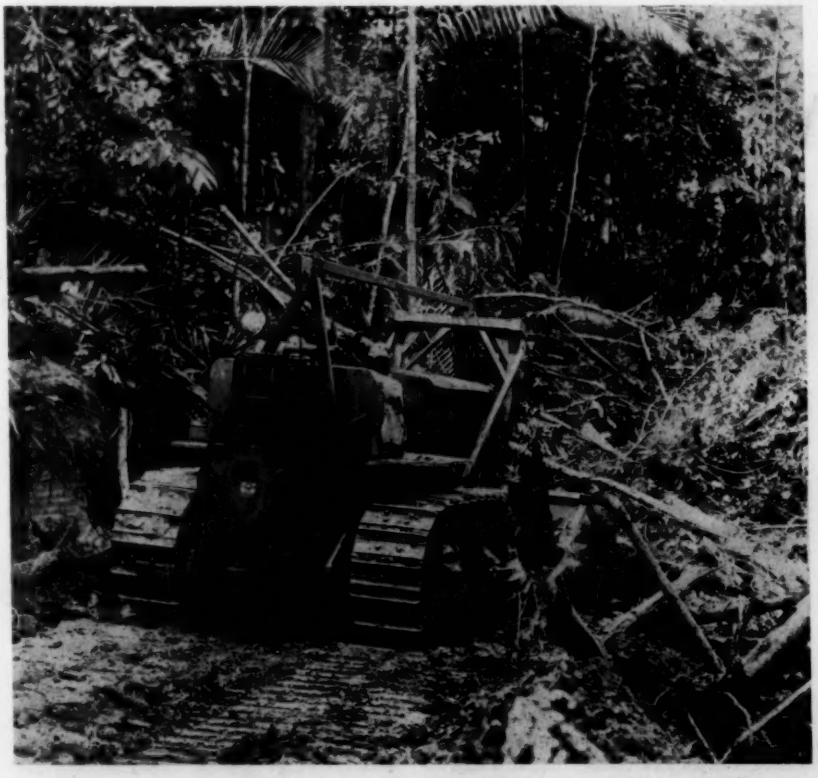
An investment guaranty agreement program with the U.S. is currently in force. Should needed tax and fiscal reforms be made in Paraguay, a more equitable climate for increased U.S. assistance could emerge.

The magnitude of future U.S. assistance may reflect the degree of development within Paraguay toward all of the objectives identified with the Alliance.

Increased market

For U.S. businessmen, economic progress in Paraguay will mean that an increased market can be available for the type of machinery used in agricultural processing plants. Foreign private capital is welcome in Paraguay, and a revitalization of lumbering, the cattle industry, food processing, and other sectors under the Alliance should afford moderate investment opportunities. Foreign investment laws currently in existance are generally liberal.

Competitive bidding for the construction of such AID-financed projects as telecommunications and road development currently are also a source of opportunities for U.S. firms. Further, the availability of Cooley loan funds established through PL 480 programs provides a source of financing expansion projects of U.S. firms operating within Paraguay.



COMING THROUGH: Tropical jungles are one of the more tangible obstacles confronting the Alliance for Progress throughout Latin America. The above action took place on a Panamanian highway project.

Realistic plan, Alliance aid brighten Venezuelan outlook

Nation was 1 of first to submit economic plan under Alliance; looks to private capital for lion's share of development needs

The Venezuelan economy has recovered from the recession and balance of payments setback of 1959-1962. Production of goods and services is rising. Fiscal restraint on the part of the Government, recent economic reform measures, rising petroleum exports, and a well conceived development plan all combine to forecast continued economic growth.

Venezuela was among the countries of Latin America that presented a development plan in the early days of the Alliance for Progress. This initial effort by Venezuela (The Four Year Plan, 1960-64) may well be described as a victim of economic recession. Its goals could not be achieved and the Government concentrated on recovery measures to stem the growing stagnation of the economy.

A new plan (Four Year Plan, 1963-66) was issued in late 1962 when Venezuela had begun to make considerable recovery. Moreover, the new Four Year Plan is believed to present more realistic goals in terms of possible attainment. It calls for an annual growth rate of 8% in gross domestic product and 4.9% in per capita income.

Leading role

Manufacturing is given a leading role in the plan with a yearly production increase of 13%. Agriculture is given special attention to include a resettlement program and a substantial increase in irrigation facilities. Housing, improved sanitary facilities and enlarged electric power production are also included in the program. Of particular significance is the recognition of the present overwhelming dependence of Venezuela on petroleum, a wasting asset, and the need to develop a more lasting base for growth.

U.S. economic development assistance to Venezuela under the Alliance program totaled $70.1 million in 1961 and $76.3 million in 1962. These amounts include development loans of the Agency for International Development, long-term financing of the Export-Import Bank, Peace Corps assistance, Social Progress Trust Fund authorizations handled by the Inter-American Development Bank (IDB), and assistance made possible through the sale of U.S. surplus agricultural products (Food for Peace). Through June 30, 1963 commitments amounting to $3.7 million were approved for the above program in Venezuela.

Important recent financial assistance provided to Venezuela by international lending agencies includes a loan for an $85 million electrification project by the International Bank for Reconstruction and Development (World Bank), a $2.7 million credit by the IDB for a $21 million rural resettlement project, and an $18.9 million IDB loan for several programs including livestock development, industrial developments and a city water supply system.

Private capital interest in Venezuela has increased greatly in recent months with the generally improved business climate in that country. Indicative of private investment interest is the $260 million in investment guarantee applications in process with the Agency for International Development on June 30, 1963.

U.S. direct private investment in Venezuela amounted to $2.8 billion at the end of 1962, of which $2.2 billion was in the petroleum industry. Investments in manufacturing, mining, utilities, trade and other fields totalled $624 million.

Needs private sector

Venezuela's future economic development depends to no small degree upon private sector participation. Among the problems to be solved is the assurance of adequate supplies of equity capital. Present planning calls for some direct public investment in developmental projects, but the major source of capital is to come from private sources and a system of public credits to the private sector.

Means of mobilizing financial resources are now under study. Recent progress in this direction was the establishment of the C.A. Venezolana de Desarrollo, a joint effort to provide industrial financing.

The company is owned, in part by the Venezuelan Government and the International Finance Corporation, but the major shareholders are private Venezuelan and foreign investors.

Haiti rejects Alliance criteria; U.S. help slows to a dribble

Economy has received substantial U.S. help since World War II; Food for Peace, other humanitarian programs continued

Although Haiti has not met the criteria of the Alliance for Progress as laid down in charter of Punta del Este, monetary help has been provided by AID in the form of Support and Assistance funds.

From January 1962 to June 1963, $5.1 million was given to Haiti outright and an additional million was loaned. Due to recent political developments in Haiti, the U.S. has terminated all aid except a malaria eradication program and 1 or 2 others. Haiti is still receiving some money from the United Nations—less than $1 million in grants.

AID funds have been used primarily for projects relating to agriculture, education, and roads, often furthering the objectives of programs which were begun long before the existence of the Alliance for Progress, financed by "Special Assistance" funds. Between World War II and 1962, Haiti has received $31.4 million from the U.S. for economic development, $12 million for budget support, and $9.4 million for emergency relief—a total of $52.8 million.

Other projects

In addition to irrigation projects, the Cooperative Public Works Program included road construction and maintenance, extensive street repairs in Port-au-Prince, and another broad development project called Poté Colé.

Part of the U.S. aid to Haiti has been surplus food channelled through private voluntary organizations under Title III of Public Law 480. In 1962 and the first 6 months of 1963, food valued at $1.1

million was given under this program which is popularly designated as "Food for Peace." This form of assistance will probably continue.

Loan sources

Considerable sums of money have been loaned to Haiti through U.S. and international organizations. The most recent loan is a $4.5 million IMF stand-by arrangement which was approved this fall. Last year a loan of $3.5 million was negotiated through the Inter-American Development Bank (IDB), to be extended through a new organization called the Institute for Agricultural and Industrial Development.

Also in 1962, a loan of $350,000 was granted by the International Development Association to finance highway maintenance and rehabilitation. A previous World Bank loan of $2.6 million was also used for highway maintenance in a plan to develop long-term maintenance facilities.

As of April, 1963, Haiti owed $8.3 million to the IMF and $14.8 to the World Bank. AID loans to Haiti in 1962 totaled $1 million, but there have been none in 1963. Several more loans were considered by AID for roads, erosion and flood control, and particularly for the construction of an airport at Port-au-Prince; these funds, however, are no longer available.

AID grants and loans to Haiti in the last few years have played an important role in the country's economy. They have alleviated balance of payments difficulties and contributed to direct capital investment. Although U.S. assistance is virtually nil at the present time, equipment used on most AID projects became the property of the Haitian Government when funds were withdrawn in 1962, and presumably some projects could continue if the equipment is maintained.

Delayed action

The results of some AID projects will not be evident for several years, as in the case of newly planted fruit trees, and even then it is difficult to predict the projects' success, for the benefits derived depend partly on continued maintenance and care.

Future U.S. assistance in Haiti is uncertain. Loss of tourist trade and the calamity of Hurricane Flora has heightened the already great needs in the areas of housing, public health, education, transportation, and agriculture, but the extent to which U.S. assistance will be made available will depend in part upon Haiti's fulfilling the criteria of the Punta del Este charter.

Uruguay provides advanced groundwork for Alliance plans

National Development Commission wants import substitution, more emphasis on private sector; Alliance favorably received; projects expected to promote demand for U.S. capital goods

Socially advanced Uruguay, the bulk of whose population is generally above the subsistence level, provides a foundation on which the Alliance for Progress can assist in growth toward a fully developed economy.

While a model context for U.S. aid does not exist because of the present lack of a true national development program and an investment guaranty agreement, some substantial Alliance for Progress projects have been initiated both by U.S. and international lending agencies.

The National Development Commission has published a detailed recommendation of guidelines, including: (1) more limited reliance upon external assistance unless structural changes are made, (2) an increase in Uruguay's export potential, and (3) greater emphasis upon the private sector.

The Alliance has in general been favorably received in Uruguay. There has been some criticism that it has progressed too slowly and has accomplished relatively little, but some Uruguayans point out that it is the responsibility of each country to qualify itself for assistance. The reception in the local private sector has been generally favorable.

Total U.S. assistance from January 1962 to June 1963 of $24 million (which includes only AID, Eximbank, and Food for Peace) consisted 79.3% of loans. In 1963 AID has loaned $6 million to the Ministry of Finance for middle-income housing construction, while the IDB has loaned $8 million for low-income housing.

Other past and current AID assistance projects include plans to establish a horticulture-fruit culture school, a horticultural research organization, and a pilot processing plant. Technical assistance has been provided through coordination between Iowa State University and the Agricultural School of Uruguay's University of the Republic. The contracts are being negotiated with the University of Indiana for technical assistance to the School of Electricity of the Universidad del Trabajo.

Current and future technical assistance is being afforded the advisory planning agency, CIDE, and the private management association, IDDE. The Eximbank has provided a $5 million credit to the Bank of the Republic for re-lending to small and medium-sized private firms.

Cooley loans have been made available from Public Law 480 funds for financing projects of private U.S. firms in Uruguay.

Future Alliance projects under consideration include further highway construction, hospital and school building, machinery purchases, additional housing credits, assistance to the construction industry, and projects to increase agricultural productivity.

Embassy meetings

Members of the U.S. business community in Uruguay have been urged to cooperate with the Alliance for Progress in meetings at the American Embassy, where Alliance plans have been explained and discussed. The U.S. Department of Commerce is promoting private investment as a means of supplying the necessary capital for economic development.

The Alliance for Progress provides Uruguay with a variety of means to promote economic development in the industrial as well as the agricultural sector. This will mean that the demand for capital goods may be expected to expand as these development programs are carried forward, and increased opportunities for the sale of U.S. machinery should follow.

The composition of U.S. exports to Uruguay will undoubtedly be affected by the recommendation of the National Development Commission that increased import substitution should constitute a major part of economic development. However, if the goals of a general increase in Uruguay's national income and an expansion of exports are attained, an expansion in the demand for other imported products could follow.

Potentially, the development of local industry can also provide an outlet for private U.S. foreign investment.

Varied Alliance program attacks broad range of Peru's problems

Loans and technical assistance are geared to areas designated by host country; new guaranty accord helps U.S. investors

The AID Mission to Peru has evolved a comprehensive program in support of Peruvian reform and development efforts through the Alliance for Progress.

The Mission's programs of loans and related technical assistance have been concentrated in the areas of highest priority as designated by Peru's own program. These include increased agricultural production, transportation development, increased industrial investment and productivity, technical and professional education development, and social development requirements, such as better schools, low cost housing and community development programs.

In addition, technical cooperation in developing national economic planning and improving governmental administration, particularly of development projects, is designed to coordinate these activities.

Preparation of a long-range economic development plan is an important aspect of the commitment Peru undertook in the Charter of Punta del Este. AID agreed to assist the National Planning Institute which is formulating the plan, paying the costs of economic planning specialists and consultants. A tripartite planning mission, formed by the Economic Commission for Latin America, the Organization for American States, and the Interamerican Development Bank, is working with the National Planning Institute.

Ready next year

The development plan is expected to be ready in 1964 for submission to the Committee of Experts, or "the Nine Wise Men" of the OAS.

AID has also agreed to finance engineering and economic feasibility studies of specific development projects, technical assistance for investigation of natural resources, and the establishment of an Institute of Public Administration to improve and reform public administration, particularly taxation and customs procedures.

An increase in agricultural production is vital to the development of Peru. Although 57% of Peru's economically active population is engaged in agriculture, this sector produces only about 28% of the gross national product. Furthermore, the rate of increase in agricultural productivity is believed to be lagging behind the population growth rate. Serious social unrest is resulting from archaic, uneconomic systems of land tenure. The Alliance is attempting to help Peru meet these problems by providing assistance to programs of agrarian reform, agricultural credit, education, and extension.

Transport vital

Peru needs improved transportation systems badly, and the Alliance is providing technical assistance to agencies concerned with road, air, and sea transport. Several loans have been made by AID and the Export-Import Bank, and assistance for more road projects and for port and civil-aviation development is under study.

While growing rates of investment in industry will depend in great part on the private sector of the economy, a number of activities have been undertaken to encourage such investment and to make existing industry more productive. To further these activities, the Alliance is assisting in industrial development research and promotion, scientific management promotion, graduate business and industrial management education, and labor development.

It is also providing U.S. consultants to assist the Peruvian National Productivity Center in carrying out training and demonstration programs in selected industries, as part of an overall program to increase industrial productivity and raise technological levels of existing industries.

Attention is being given to programs of school, housing, health, and other community services. The Ministry of Education is also preparing a development loan application for about $11 million to finance construction of 4,000 rural primary classrooms, 5 new regional schools, and expansion of polytechnic institutes from 2 to 5. Activities for improvement and expansion of higher education and industrial vocational training are also being assisted by AID.

Lack of adequate housing is one of the great problems in Peru. In an effort to partially overcome this obstacle AID and the Social Progress Trust Fund of the Interamerican Development Bank (IDB) have extended loans totaling $34.3 million for housing construction and development of a system of savings and loan associations. The Alliance is also providing technicians and consultants for the 2 key government housing agencies, and AID has loaned $8.6 million for construction and expansion of the Lima water and sewerage system. Participation by private groups is encouraged in this area of activity.

Low-cost housing

An investment guaranty arrangement has been made between the U.S. and Peru, and several U.S. firms are operating in the construction of low-cost housing in Peru under its terms.

Other major activities administered by AID are the Food for Peace program under Public Law 480 and various technical assistance missions for institutional development.

Basic criticism of the Alliance for Progress in Peru is that the U.S. Government takes too much time to get projects into active operation; lengthy studies often impede project implementation.

There is an increasing awareness that unless there is much greater private participation by both Peruvian and U.S. groups, the best efforts of the 2 governments will achieve only limited results. Groups attempting to stimulate greater interest by private industry include The Comite Norteamericano Pro Peru, a group of U.S. businessmen in Peru, the Lima Chamber of Commerce, and the Development Action Organization.

AID pullout from Honduras, Dom. Rep. nears completion

Personnel of Agency for International Development missions in the Dominican Republic and Honduras are rapidly being withdrawn and reassigned.

U.S. AID operations in both countries were suspended following coups. AID mission directors were called home for consultation. Orders for the withdrawal of other personnel have been proceeding as quickly as home leave or transfer elsewhere could be arranged.

In the Dominican Republic, orders have been issued for 22 of the 27 full-time AID employees to go on home leave or transfer to Washington or elsewhere.

In Honduras, orders have been issued up to this time for 30 of the 35-full-time employees.

GUESS WHICH South American family just heard they're getting a house thru the Alliance for Progress.

New Argentine President affirms dedication to Alliance program

Considerable progress made despite recent internal dissension; U.S., international lending agencies play significant role

Argentine President Arturo Illia, in his inaugural address on October 12, reaffirmed his country's dedication to the Alliance for Progress with the following words:

> "We have profound faith in the ends of the Alliance for Progress. We can say that the program of the Alliance is the program which the Government which today takes office expects to achieve in a national sense. We are wholly prepared to make our own effort. . . ."

President Illia's words have sparked an appraisal of the status of the Alliance program in Argentina and the implications of developments generated through the program. Through much of 1962 and the early months of 1963, internal political dissensions and economic disruptions diverted interest and attention from Argentina's obligations under the Charter of Punta del Este. Despite these difficulties, considerable progress has been made in initiating and prosecuting many projects essential to the Alliance program.

One of the most important developments is the preparation of a National Development Plan. In this work the National Development Council and the Federal Investment Council have pooled their resources to produce a practical and feasible plan to guide the Government and private firms in determining the allocation of resources for most fruitful results. Regarding internal financial support for the program, official data indicate that nearly 25% of the Gross National Income was allocated to investment in 1962, a percentage greater than in 1961 despite a decline of nearly 4% in the Gross National Product.

These internal measures have been assisted and supplemented by external aid and cooperation. In calendar year 1962, official U.S. assistance to Argentina totaled $132.9 million. In the first 6 months of 1963, U.S. aid reached the peak level on a prorated basis of $99.1 million.

In this assistance program, the Agency for International Development (AID) has played a leading role and has provided financial and technical support in a wide variety of projects, including livestock, agricultural research and extension services, highway construction, air traffic control improvement, housing, education, and planning.

The Export-Import Bank has offered valuable assistance totaling some $76.1 million in long-term aid in 1962 and the first 6 month of 1963.

The Social Progress Trust Fund of the Inter-American Development Bank (IDB) provided $35 million for housing and technical education in 1962.

Worldwide help

Along with the assistance provided by U.S. agencies, international institutions have also played a significant role. As of September 30, 1963, World Bank loans to Argentina for road construction and power facilities totaled $143.5 million. The International Finance Corporation had approved commitments to industries in Argentina totaling $8.2 million as of June 30, 1963.

Through its ordinary capital resources and special operations fund, the IDB as of September 30, 1963, had authorized loans to Argentina totaling $71.6 million. The IDB's role has expanded rapidly since its creation in 1960 and its loan interests in Argentina cover a sweeping range of activities including housing, advanced technical education, irrigation, electricity, citrus fruits, the automotive industry, equipment to manufacture prefabricated houses, a study of electric power, financing for the mechanization

of agriculture, and other industrial, agricultural, and mining projects.

The International Monetary Fund and the United Nations have also lent substantial assistance.

Private U.S. capital

Along with the cooperation offered by U.S. Government and international lending agencies, private U.S. capital has made a significant contribution. U.S. direct investment in Argentina rose from $656 million in 1961 to $797 million in 1962. More than half of the amount invested in 1962, or $404 million, was concentrated in manufacturing, an area of activity especially closely identified with local economic advancement and improvement.

U.S. investment interest in Argentina continues at a high pitch, as evidenced by applications for investment guaranties filed with AID. As of June 30, 1963, applications in process totaled 178 with combined convertibility, expropriation, and war risk guaranties totaling over $1.1 billion. Actual implementation of these investments will be conditioned by Argentine assurances of continued hospitable and equitable treatment.

The combined effect of intensified internal efforts and continued external participation in the Argentine Alliance for Progress program will help produce a revitalized economy offering increased possibilities for both domestic and U.S. business interests. If the objectives of the Alliance are to be fully realized, short-term dislocations in trading relationships must be measured against the greater benefits of longer-term readjustments that will open new opportunities for both Argentine and U. S. businessmen.

Alliance helps U.S. firm study Colombian venture

A $5 million cement plant may be built in the Bogota, Colombia, area if a study conducted under the Alliance for Progress shows favorable prospects. The plant, which would have a capacity of 100,000 tons annually, would be owned jointly by U.S. and Colombian interests.

The International Technical Assistance Company of El Monte, California (ITADCO) is making the survey through an agreement with the Agency for International Development. If ITADCO decides against the project, AID will pay the firm $32,606, equal to half the cost of the survey. The agreement is part of AID's program for stimulating private enterprise in underdeveloped countries.

BEFORE: In old Inca fashion, Quito residents formed a volunteer work party to get work started on the Chilibulo pilot school restaurant. Self-help is the keystone of the Alliance for Progress program.

Confident Ecuador advances within framework of Alliance

Industrialization will be left primarily to private interests; several self-help measures taken to attract foreign capital

Confidence in the present strength and future success of the Ecuadoran economy among local business and government leaders is a keynote of the Ecuadoran scene. An important factor in this widespread optimism is the affirmation by the new central Government that it is determined to work toward national development objectives within the framework of the "Alianza para el Progreso."

On August 31, the Military Junta issued a statement of its plans for the future in the political, economic and social fields. Economically, the Junta considers development of Ecuador's natural resources and rapid industrial expansion within the next few years to be imperative. In the area of social welfare, the Government has emphasized its determination to attack the roots of social unrest through extensive self-help measures regarding agrarian reform, community development, cooperatives, education, public health, and housing.

According to the same statement, industrialization is primarily the responsibility of the private sector, but the Government will also enter into this area to facilitate the elimination of institutional obstacles, and in exceptional cases, invest directly in "strategic" projects.

Correspondingly, to attract U.S. private investment to Ecuador is one of the Government's primary economic policies. Toward this end, a national development law, which grants major concessions to new industries, and an investment guarantee program have been devised.

The potential for success of the Alliance in Ecuador has been substantially brightened by several factors:

★ the completion in August of a 10-year National Economic and Social Development Plan which covers all areas of the economy and calls for $600 million in external capital assistance;

★ the large amount of previously unutilized or pending loans available from

various U.S. and international lending agencies;

★ a new income tax law under which the high income segment must assume a more equitable share of the tax burden;

★ and the favorable and expectant attitude accorded the Alliance in Ecuador as evidenced during the recent visit of AID Director Moscoso.

Although most AID and self-help projects have been implemented relatively slowly in Ecuador, some major projects have been undertaken, including an AID loan of $1.6 million for administrative and fiscal reform; a $5 million loan to encourage industrial expansion through financial assistance to local entrepreneurs; an IDB loan of $10 million, $6 million of which has already been delivered to the Ecuadoran Development Bank; a $2 million loan to assist in making industry feasibility studies, many of which have been completed and have already attracted foreign and domestic private investment, and a World Bank loan of $13 million used to finance in part the new Guayaquil port facilities.

Unutilized loans

Other loans which have been only partially utilized include: a $5.5 million IDB loan for the development of potable water and sewerage systems; an IDB loan of $10.6 million for low-cost housing projects, principally in the Guayaquil area; an AID loan of $5 million to expand a savings and loan association system which will assist self-help measures in the field of housing development; and a $7 million AID budgetary support loan.

Projects pending in 1963 and 1964, subject to the ability of the central Government to raise its share of the required local currency, are of an increased magnitude. Outstanding among these is a $60 million road development loan sponsored jointly by AID, IDB, and the World Bank.

Diversity needed

The success of the Alliance for Progress, whose goal is a better life for all of the people, depends primarily on the ability of the nations to achieve an expanded and diversified economic structure. In Ecuador, private investment must largely assume this responsibility, and important self-help measures have already been taken to attract foreign private capital.

Additional information can be obtained from the following Department of Commerce publications:

Trade of the United States With Latin America, Years, 1958-60, and Half-Years, July-December, 1959-60. WTIS. Part 3, No. 61-20. 4pp. July 1961. 20 cents.

Trade of the United States With Latin America, Years, 1956-58, and Half-Years, January 1958-June 1959. WTIS. Part 3, No. 59-35. 4pp. October 1959. 20 cents.

AFTER: All the volunteers also showed up for the opening of the pilot school lunchroom facility.

2 Ecuador projects will benefit from 'Food for Work'

Community development, highway projects get 159 tons of food

The Alliance for Progress will use Food for Peace to build roads and improve community facilities in 46 Ecuadorean villages, the Agency for International Development announced recently.

The self-help road projects involve a grant of 67 metric tons of U.S. food as payment in kind for equivalent labor. The village improvement project will entail 92 metric tons of food. Both grants are authorized by Public Law 480, the Food for Peace program.

Under the 1-year village improvement program, 1,150 family heads in the Riobamba area will be employed under technical guidance of the Provincial Center for Social Studies and Social Action. Catholic Relief Services will distribute food commodities to the workers.

Projects to be undertaken include community baking ovens, washing stations, kitchen chimneys and latrines.

Workers will receive practical class training through "Popular Radio Schools," a civic educational broadcasting service, and personal supervision from local school monitors.

The Ecuador Government will absorb inland transportation and warehousing costs. The food commodities, with an estimated export market value of $12,750, will be shipped by ocean freight at a cost to AID of $4,000.

The road improvement program will benefit the communities of Cayembe, Putumayo and Esmeraldes where agriculture and land development have lagged for lack of roads. An airstrip more than one mile long will be built at Esmeraldes in connection with one of the new roads.

The 6-month construction will require 377 workers whose "payment-in-kind" will require 67 tons of food commodities, to be distributed by Catholic Relief Services. A total of 1,885 persons will benefit from the food distribution.

The road construction work will be administered by the Ecuador Government through its Civic Action Program, in cooperation with Ecuador's armed services and civic leaders. The work will be coordinated by the U.S. Army's Civic Action Group.

Crowds pack Lima fair

U.S. exhibits selling products and telling story of democracy in action

By WILLIAM M. BENNETT
U.S. Exhibition Manager

LIMA, PERU—This is the third day of the Third Pacific International Trade Fair at Lima and the U.S. Exhibition has been packed with visitors since Senator Warren G. Magnuson, representing the Secretary of Commerce, officially cut the opening ribbon. But more important, Albert Maria, our Exhibit Sales officer, has been unable to leave his desk because potential buyers are asking hundreds of questions about the irrigation equipment, the farm machinery, the earth moving equipment and the other machines we are demonstrating.

The crowds like the meat balls we are making. They like our demonstration of ways to use U.S.-grown rice, the wheat samples, and the 20 to 30 fried chickens we cook to demonstrate the rotisseries. The women are interested in the story we act out as we tell how to prepare wholesome meals with Bulgur wheat, or the nutrition that soup from soybeans offers. There is no question about their interest in the agricultural products—but the potential buyers are just as interested in the equipment we use to bake the bread, broil the chickens, and boil the soup.

Government officials are meeting in Lima today to discuss the purchase of a desalinization plant we are demonstrating, and at least five potential buyers have presented themselves for each of the boats we are showing. Our irrigation equipment is in full operation, and working so well, in fact, that we almost drowned one of the guards. "Water, A Wellspring of National Progress" is the theme of our exhibit and we have water flowing, squirting, spraying and dripping wherever possible.

Peruvians have a vital interest in water, as of course all people do everywhere, but here in this far away South American country there is a coastline that is over 1400 miles long and more than 50 rivers flow down from the Andes. The country is the largest fishmeal exporter in the world, and a leader in the total annual fish catch. This explains why our commercial fishing exhibit is a crowd stopper.

The fish pump operation is an attention compeller, and the demonstration of the deck winch attracts the crowd, but owners of fishing boats are asking about the Caterpillar marine engine and power shift we are showing, as well as the Studebaker-Onan electric generators. And in our so-called Hemisphere Playhouse we are showing a movie on modern U.S. equipment used to mechanize commercial fishing. The movie "Cleopatra" back home never had as interested an audience, believe it or not.

We are demonstrating a complete line of bread-making equipment for a small commercial bakery. We produce and package bread, in pound loaves at the rate of 600 a day, with equipment that could produce 300 loaves an hour. It is another crowd stopper, but more than the casual visitor is interested in the display. It is a safe bet that the equipment will never leave Lima when the fair closes. And other like-equipment will probably be shipped in.

Not only are we showing the people of Peru a fast and economical way to bake bread, we are also showing them the most modern U.S.-made farm equipment with which to raise the wheat. Our agriculture and earth-moving equipment demonstration is in constant operation—always before a changing audience. There is equipment from International Harvester, the Caterpillar company, Colt, Lockwood and Burrows.

Turkey coming up

In a few days we are going to start cooking some of the frozen turkeys we shipped in, instead of the chickens we are giving away now. But we will demonstrate attractive Peruvian dishes as well as fried, roasted, broiled and barbecued U.S. recipes for poultry. The housewives here are just as interested in the health-giving protein value of poultry as their sisters back home.

This trade fair will close on November 10th. More than a half a million people will have seen a little bit of the United States as a result of our exhibits. All of them will see items they would like to have. Many of them are in a position enabling them to buy. It is our job to see that they have that chance. It is also our job to demonstrate the mutual efforts their country and ours are making through the Alliance for Progress to practice democratic community action and thus develop a mutually prosperous future.

'Allies in Progress' theme of several U.S. exhibitions held in Latin America

Fairs held in Brazil, Mexico, Argentina, Ecuador and El Salvador draw large crowds, show ties between U.S. and neighbors to south

The Pacific International Fair in Lima is only one of several exhibitions in Latin America where the U.S. has participated recently in connection with the Alliance for Progress.

✪ The U.S. held its first official exhibition in Brazil last summer at the month-long show in Rio de Janeiro. The July 19-Aug. 18 event drew over 800,000 persons who came to see the products of 114 U.S. exporters.

Included in the Rio de Janeiro fair were displays and demonstrations of products and techniques showing achievements in industry, commerce, agriculture, medicine and education. The U.S. theme was "Allies in Progress."

✪ More than 100 U.S. firms took part in an all-U.S. exhibit last Feb. 8-28 in Mexico City. That fair opened the Commerce Department's 1963 trade fair schedule and demonstrated the close economic cooperation between the two neighbors.

Theme of the show, as in the Brazil event, was "Allies in Progress." It con-

sisted primarily of capital goods—industrial, agricultural and other equipment adaptable to the Mexican economy. Displays of many consumer goods were also featured.

Sales totaled $850,000. Approximately 1.2 million people from Mexico and neighboring countries attended the show.

✪ Another all-U.S. trade fair took place Oct. 20-Nov. 11 in Buenos Aires. Close to 500,000 persons attended the event, designed to show how the people of Argentina and the U.S. are "Allies in Progress."

Sales of merchandise on display there totaled over $300,000, although sales promotion was not the sole objective. Exhibits covered transportation, automobiles, agricultural products, forest conservation and various types of tools.

✪ Two weeks before the show in Buenos Aires opened, a 10-day exhibit of U.S. products opened at the 18th annual Agricultural, Industrial and Commercial Fair of Guayaquil, Ecuador.

The Oct. 5-15 event drew an estimated 115,000 visitors. U.S. commercial officers at the event called the display the "largest and finest" exhibit of U.S. products ever held in Ecuador.

✪ An industrial show, held June 8-July 5, 1962 in San Salvador, El Salvador, marked the first all-U.S. exhibition in Central America. Theme of that show was "Partners for Progress."

Emphasis was placed on diversification of industry as a stimulus to economic growth. Several small industrial shops, readily adaptable for local use, were demonstrated.

Chemical industries show to take place in New York

Approximately 35,000 visitors from all over the world are expected to attend the 29th Exposition of Chemical Industries Dec. 2-6 in New York City.

The list of visitors is expected to include chemists, chemical engineers, architects, educators, construction engineers, economists and consultants.

Displays by some 550 exhibitors will include raw and fabricated materials and parts; components and supplies; motors and drives; pumps and compressors; filters, centrifugals and analyzers; mixers and dryers; feeders and conveyors; piping and valves; and tanks and containers.

Additional information is available from the International Exposition Co., 480 Lexington Ave., New York 17, N.Y.

U.S. sales to Germany up 21% in 1st half; Industries Fair in Hannover set next spring

Business Information Center scheduled to help sustain gains in growing market; U.S. firms asked for proposals

U.S. sales to West Germany during the first half of 1963 shot up 21% over the like period in 1961, a good sign for the U.S. position in this growing market.

Not only did U.S. sales gain in overall volume during this period, but the U.S. market share gained as well. Since total German imports increased at the relatively slower rate of 4%, American suppliers increased their share of the market from 14.2% in 1962 to 16.6% of all imports.

Plan BIC

To help sustain U.S. gains in the German market, a Business Information Center will be mounted at the important German Industries Fair in Hannover, April 26-May 5, 1964. Situated in the center of the fair grounds, the BIC will be used to generate sales leads for U.S. manufacturers and to direct foreign buyers to the exhibits of more than 170 American firms in the fair. U.S. Government officials will be on hand to provide consultations on international business and to assist U.S. businessmen who are either exhibiting or visiting the fair.

The 18th edition of the Hannover Fair is expected to be a commercial event of major importance to the prosperous European trading community. More than 5,700 firms will exhibit their products to an estimated 1.2 million business visitors from all over the world.

Trends indicate that exhibits at Hannover, one of the most important trade fairs in Europe, will be heavily concentrated in the electrical and general sectors. Office machines should also make a good showing with more than 600 corporations planning to exhibit these lines.

Any U.S. firm can take part in this campaign to build export sales by submitting a Business Proposal to the Bureau of International Commerce, Trade Fairs Division, Department of Commerce, Washington, D.C. Commerce will advertise and promote the sale of all U.S. lines received in B.P. form for the Business Information Center. These proposals will be summarized in German, without identification or address, in a booklet which will be distributed by U.S. commercial officers throughout West Germany before the Fair opens.

Identification will be revealed only to appropriate firms after consultation at the BIC in regard to a specific proposal.

Five questions

To make use of the Business Proposal Service, please answer the questions below and submit with two copies to the Bureau of International Commerce.

1. What product do you wish to sell or offer?

2. Do you wish to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.

3. Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.

4. Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

5. What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by 25 pieces of informational material such as brochures and catalogs so an effective sales presentation can be made.

Your Business Proposal should be accompanied by one of the following: (1) Commerce Form IA-57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report. Proposals must be received by Jan. 26, 1964.

U.S. trade, industrial mission scheduled for Central America, Panama in summer of 1964

To visit 7 major cities; economic integration of area progresses; drive underway for further industrialization, commercialization of farm crops

A Department of Commerce Trade and Industrial Development Mission to Central America and Panama is scheduled for July 18–August 22, 1964, as part of the Export Expansion Drive, and in the interest of further economic development in this area where the United States has a traditionally strong relationship.

The U.S. share in the Central America and Panama market has been steadily declining over the past years. This decline is a result of competition primarily from Europe and Japan, and also the change in pattern of imports from finished goods to components and manufacturing equipment. To some extent, though minor so far, inter-area trade fostered by the rapidly developing Central American Common Market has reduced the U.S. percentage of imports.

There has been real progress during the last 2 years in integration of the separate economies of these countries into the Central American Common Market. Although Panama remains separate, it has applied for an associate status. It is encouraged by the Common Market countries to enter, and discussions to this end are expected to continue. These relatively small countries, joined together with a common external tariff wall, now have a population approximating 13 million people. At present, a large proportion of this population has little buying power. Continued economic progress is expected to bring a constantly growing proportion of the population into the effective economy.

Import pattern changes

This entire area welcomes foreign investment, and the countries offer inducements to new industry. A strong and increasingly efficient drive is underway for further industrialization and the commercialization of new agricultural crops. These factors have already had a strong effect on the pattern of imports. The traditional emphasis on finished goods is being replaced by a growing need for machinery, equipment, components for assembly, and raw materials.

The Mission is to demonstrate to businessmen of the area that the United States manufactures production equipment suitable for their market. It hopes also to document joint-venture opportunities, bringing more U.S. technical knowledge and machinery into the area. Upon its return to the United States the Mission will bring trade and joint-venture opportunities to the attention of U.S. business.

The Mission will establish Business Information Centers in seven major industrial cities where the individual Mission members will interview local businessmen interested in doing business with U.S. firms. The Mission will have Business Proposals from U.S. firms to offer, and in turn receive proposals from local businessmen to offer U.S. companies.

Need current report

Your Business Proposal must be accompanied by one of the following: (1) Department of Commerce Form 1A 57, Registration of U.S. Firms Interested in International Trade or Investment, which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

Members of the Mission may be detached to some subsidiary centers in the various countries.

Specialized volunteers needed

Five or six U.S. businessmen volunteers will serve on the Mission. Selection will be on the basis of experience, and while competence in their fields will be of prime consideration, it is hoped that members will have a knowledge of and ability to speak Spanish. Some experience in dealing in Latin American countries also is desirable.

General descriptions of the categories in which Mission members will be recruited are given below. Businessmen who wish to volunteer their services and who meet the qualifications in any one of the categories are invited to make known their availability to the Director of the Trade Missions Program, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, or to any Commerce Department Field Office.

Market profile—Central America

Area: 174,380 square miles.

Population: Approximately 12 million.

Per capita income: About $240 a year, ranging from less than $200 in Guatemala to over $330 in Costa Rica.

Gross national product: $2.259 billion in 1959.

Motor vehicles: 1962 registrations total 125,200.

Radio and television: Estimated, more than 550,000 radio receivers; television stations operate in each of the capital cities.

Electricity: Over 1.1 billion kilowatt hours produced annually.

Value of foreign trade: (1962) Total exports, $500.2 million; imports, $469.6 million. Trade with the United States: Imports, $254.2 million c.i.f. value; exports, $187.1 million f.o.b. value.

Principal exports: Coffee, bananas, cotton, shrimp, cattle, and beef.

Principal imports: Manufacturers, machinery and transportation equipment, chemicals, food products, petroleum, specialty fuels and lubricants.

Principal trading partners: United States, Federal Republic of Germany, Netherlands and possessions, United Kingdom. Intraregional trade.

Food processing, distribution: Qualified to discuss food processing, including canning, freezing, and possibly dehydration; knowledge of equipment and sources of equipment in the United States including the pertinent packaging machinery. Knowledge of fresh food distribution in the United States; grading, packing, and warehousing is desirable.

Consumer chemical specialties: Include cosmetics, toiletries, household waxes, cleansing compounds. Knowledge of simple medicinal products desirable. Broad rather than technical knowledge is needed, particularly strong in manufacturing processes and sources of equipment and supplies. Knowledge of aerosol production would also be valuable.

Textile machinery, textiles: Technical knowledge of U.S. textile manufacturing methods and machinery, particularly conversant with plant layout and machinery needs for weaving of cotton and synthetic fibers, and competitive advantage of U.S. textile machinery and equipment including used equipment. Knowledge of U.S. dyeing and finishing processes and machinery is desirable, and ability to advise on U.S. sources of supply of piece goods including types, qualities, and cost.

Lumber and wood products: Qualified to advise on machinery and equipment and methods in manufacture of wood products, knowledge of U.S. sources of such equipment and finishes. Some background in lumbering and development of wood resources is important.

General industrial equipment: Acquaintance with manufacturing processes of the widest possible range in small scale industries, and ability to identify machinery and equipment required for a variety of such enterprises associated with a developing economy is sought. Should be aware of availability of such equipment from U.S. sources of supply and comparative advantages of U.S. equipment. Acquaintance with technical skills required and knowledge of availability of package plant is desirable. Some knowledge of light metal manufacturing, particularly for building trade, will be useful.

Industrial development investment and small industries: Qualified to discuss industrial development plans, to advise on techniques of presentation of investment opportunities in relationship to small industries, and to appraise elements of proposals for joint ventures and capitalization of new and expanding small industries.

Individually or severally the Mission team must include a knowledge of and experience in actual development and conclusion of joint ventures, contract manufacturing, and licensing arrangements between U.S. and foreign firms. Mission members should have a familiarity with all aspects of joint-venture negotiations including presentation of a proposal, facts to be included, business terms, procedures for applying for a license, and benefits and problems of manufacturing under license or contract. General familiarity with U.S. export trade practices, procedures, and thorough knowledge of medium-term export financing is required.

Information on Panama may be obtained from the following Department of Commerce publications:

Basic Data on the Economy of the Republic of Panama. WTIS. Part 1, No. 59-61. 20pp. July 1959. 10 cents.

Import Tariff System of Panama. WTIS. Part 2, No. 59-39. 2pp. June 1959. 10 cents.

Market profile—Republic of Panama

Area: 29,100 square miles.

Population: 1,075,541 (1961 census).

Currency: Balboa; 1 balboa = US$1. There are no exchange restrictions; U.S. dollars circulate freely.

Per capita income: $445 in 1962.

Gross national product: About $500 million in 1962.

Motor vehicles: About 24,000.

Radio and television: Estimated, more than 200,000 radios and 25,000 television receivers.

Electricity: 260 million kilowatt hours production in 1962.

Principal cities: (1960) Panama, 273,440; Colon, 59,598.

Value of foreign trade: (1962 f.o.b.) Exports, $41.9 million; imports, $147.5 million. Trade with United States: Imports, $66.7 million; exports, $27.4 million.

Principal exports: Bananas, shrimp, cocoa.

Principal imports: Manufactures, machinery and transportation equipment, chemicals, food products, petroleum.

Principal trading partners: United States, Federal Republic of Germany, Netherlands and possessions, Japan, and United Kingdom.

35-word summary

A booklet containing a summary of all Business Proposals will be distributed in Central America and Panama. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to BIC.

Mission to present Business Proposals from U.S. firms

Must be submitted to BIC no later than May 15

The U.S. Trade and Industrial Development Mission to Central America and Panama will take with it Business Proposals from American firms interested in obtaining trade contracts in the countries to be visited. The closing date for submission of proposals to the Bureau of International Commerce is May 15, 1964.

U.S. firms with a product or service to sell, those seeking agency or distributor relationships, and firms interested in joint ventures, licensing, and contract manufacturing are invited to participate in the Business Proposal program.

A separate Business Proposal must be submitted for each country to which the proposal is directed.

Business Proposals submitted will be printed in summary form without identification or address, in a booklet in Spanish which will be distributed throughout the countries to be visited prior to the arrival of the Mission. Identification will be revealed only to appropriate foreign

firms or individuals after consultation with a Mission member. U.S. firms will be provided with the names of all overseas firms which show a definite interest in their Business Proposal.

Necessary action

U.S. firms wishing to submit a Business Proposal are asked to answer the questions below, and submit with two copies for each country to the Director, U.S. Trade Mission to Central America and Panama, Bureau of International Commerce, Department of Commerce, Washington, D. C., 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Mission will not seek a substitute for an established agent.
- Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided. Note whether you wish to establish a joint venture in one country for the area or in separate countries.
- Are you interested in licensing or contracting with a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire and note whether you wish to make an arrangement for the region or in separate countries.
- Do you wish to import for your own account or act as an import commission agent?
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material, so that the Mission member can make a most effective sales presentation. Data on the size and scope of your firm, catalogs, and pricelists are appropriate for this use. Price information including cost—insurance—freight (c.i.f.) quotations generally receive more effective acceptance.

If you are representing several firms you may find it advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

If your firm offers a variety of products, summarize them by commodity groups in your letter.

Printed material on your product or service may be included with your Business Proposal; however, no more than 50 single sheets can be shipped abroad for each Business Proposal.

Mr. Bolivia cements 'a few loose blocks'

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

At first glance he is not impressive. Victor Paz Estenssoro, President of Bolivia, a country with the population of Chicago and a per capita income of $100 a year, is a revolutionary without a trade mark. He appears more like a banker or motor-car salesman, even when generals, secretariat, and ambassadors are close at elbow.

Then one listens. He draws full emotion from every syllable, whether in Spanish or English. He bites into Bolivian problems, colors them just a trifle, but is never far from realistic appraisal.

Last week President Paz Estenssoro, lawyer, economist and politician, was in Washington to cement a few loose blocks, draw strong and vivid endorsement of foreign assistance, and tell of Bolivian revolutionary achievements.

Attracted by Government limousines, a crowd, pushing and looking, gathered on the streets outside the National Press Club, where he stopped for luncheon, but for this day in the Nation's capital there were no pickets for a distinguished guest, no ban-the-bomb people, no pressure groups demanding clothes be put on Macaroni, or ex-tin barons urging return of the mines.

"The Bolivian Government has not been overthrown in 11 years," Paz said. "In the previous 6 years we had 5 presidents. Today my country is politically stable.

"In 1952 our Government was dominated by mining trusts, enchained by the remains of feudalism, a state so land-locked that Bolivia was practically isolated from the currents of progress."

President Paz has 10 a.m. shadow, stubborn pushy whiskers, but the most remarkable head of hair in the banquet hall. A row of pencils and pens decorates his vest. He speaks vigorously, punctuating with his right hand when swinging into Spanish.

"We are readying for international progress," he said. "There is tin. We mine 20% of the world output. Other nations, including the U.S., British, and Dutch, invest with us in oil. The Japanese are involved in copper; the Belgians in gold. Some day our exports, which must be a major source of wealth, will be impressive. We are diversifying the economy, while still achieving foreign trade in rice, timber and cotton."

President Paz, coming from La Paz, a city 12,000 feet above most of the world, had little difficulty acclimating to Washington's rarified atmosphere.

He favors aid for his country, painting impressively colorful pictures of eventual Bolivian performance. He was critical only of a South American tendency to settle political differences by assassination. "I do not agree," he replied with an Andes-wide grin in answer to a reporter. "Assassination is not a proper method to solve problems." He fended other irreverent questions with a warming smile. "State secret," he answered.

"Our elected democratic government nationalized the large mining enterprises," he declared, "recognizing that this was not profitable, but indispensable to break political power of vested interests. Our government introduced land reform, making owners of those who in reality worked the soil. Ten years ago this was heresy in Latin America. Today it is taken for granted. We have 240,000 students in rural schools compared with 60,000 in 1952."

Bolivia exports $57 million, about as much as the annual sales of a medium-sized U.S. business. Of the 19 Latin American countries, Bolivia rates higher in pride than provider, finishing 16th in export volume. In return, Bolivia purchases $97 million, most coming from Great Britain. The United States is second with annual sales of $32 million, mostly in grain, construction and mining equipment, and motor cars.

"We need capital," said Paz Estenssoro. "We do not intend to nationalize everything."

Nicaraguan businessmen expect economic upturn to continue; minimum wage, banking laws pass

Managua to host Third Annual Central American Livestock Show; several U.S. firms considering investments in various fields

Business conditions in Nicaragua continued good through the second quarter of the year. Nearly all sectors of the commercial establishment reported excellent sales, and some businesses were expanding facilities as well as inventory. With few exceptions, businessmen are confident of a continuation of good conditions, according to the U.S. Embassy in Managua.

The good business activity and more effective tax administration have contributed to an increase in revenue collections even though no new taxes have been put into effect.

Construction on the GEMINA (General Mills and Industrias Nacionales Agricolas) flour mill in Chinandega has been completed and machinery installed. Milling was expected to start shortly. The corrugated box plant and the shrimp processing plant in Puerto Somoza were both to be in operation in a matter of weeks.

A large U.S. fishery company was negotiating for the purchase of the assets of the Casacruz Company in Bluefields, which was recently taken over by the National Bank to satisfy its interest in the shrimping concern. Discussions are proceeding between INFONAC, the industrial encouragement institute, and the Nestle Company for the establishment of a milk products plant.

Foreign exchange high

Foreign exchange reserves were significantly higher than for the same period during previous years, with $38 million on June 30, 1963 as opposed to $32.8 million the previous year and $21.5 million in 1961. With the economic expansion of the first half of the year, including high export levels, heavy demand on exchange reserves for imports can be expected during the rest of the year. Following the seasonal pattern of previous years, reserves are expected to decline.

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

The Government continues to follow a policy of credit restraint. Although the legal reserve ratio against deposits held by commercial banks remains relatively high, the growth of the economy has permitted a higher lending level. The availability of credit for industrial activity remains a problem. Confidence in the stability of the cordoba appears well founded and the free convertibility since March 1963 has created no problems.

A new banking law was promulgated at the end of the quarter. Innovations include allowing commercial banks to accept savings deposits not exceeding 50,000 cordobas ($3,500; 7 cordobas equal $1). The time limit on loans was also revised. Previously loans were limited to 180 days, but now they may be granted for from 1 to 5 years, depending upon the purpose of the loan. Banks may lend no more than 15% of their capital and reserves to any one customer, as opposed to the previous 25% limit.

Final figures show that the 1962/63 cotton crop totaled a record 320,000 bales, and a larger crop is planned for 1963/64. Crop financing appears adequate for the expansion.

Coffee producers continued efforts on behalf of a national coffee institute which would carry out research to increase the relatively low yield of Nicaraguan coffee trees. With the establishment of a minimum wage law by the Government, coffee growers have maintained that the increased cost for labor has further weakened the industry and made cultivation uneconomic for some. Growers continue to seek alleviation of their problems through government action.

The Nicaraguan livestock industry will host the Third Annual Central American Livestock Show in Managua starting in late January 1964. Plans for the showgrounds are underway and involve considerable effort, because facilities will be entirely new.

Crop damage by the Mediterranean Fruit Fly has received press attention and plans for its control are under discussion within the Government and on a regional basis.

Jet airport loan

Under the Alliance for Progress, the Agency for International Development has granted the Government of Nicaragua a loan of up to $1 million for the improvement of Managua's Las Mercedes Airport. The loan is to be used to lengthen runways to accommodate jet aircraft. As Las Mercedes offers excellent flight weather, it would well become an important link in the jet transport network.

The road construction program continues, financed in part by the Development Loan Fund. The 10.5 kilometer road from El Tempate to La Paz has been completed. Work on the 32.8 kilometer Chinandega-Puente Real road, which eventually will connect with Honduras, is near completion, and will further increase the importance of the Port of Corinto. Work on the Rama road is concentrated on the section between Las Tanques and the west bank of the Siquia, where 6 bridges are under construction. Two other sections of road totalling 20 kilometers should be open soon.

Minimum wage set

The Government established a minimum wage which went into effect June 8. The Minimum Wage Commission resolution established the minimum wage in Nicaragua at 6 cordobas ($0.86) per day except in towns with more than 20,000

population, where the minimum is 8.4 cordobas ($1.20). Rural workers are entitled to food and lodging in addition to the minimum wage.

Coffee growers in the central part of the country have opposed the resolution and some have laid off workers rather than pay increased wages. Elsewhere, and particularly in the cities, most workers are already receiving at least the minimum wage.

The administration of President Schick, who came to office May 1, has taken a firm stand in opposition to strikes conducted without fulfilling all requirements of the Labor Code. A major strike broke out in the port of Corinto in June, but it quickly collapsed when the Government moved National Guardsmen in to protect strikebreakers, and when President Schick refused to talk with labor leaders. Influenced by events in Corinto, workers in the port of San Juan del Sur, who had been on strike, agreed to go back to work while continuing negotiations for a new collective agreement.

Allis-Chalmers sells cement-maker to India

Machinery and equipment worth approximately $1.7 million have been ordered from Allis-Chalmers Manufacturing Company of Milwaukee by Saurashtra Cement and Chemical Industries Limited of Ranavav, near Bombay, India. This will be the first "grate-kiln" cement-making system to be used in that country.

Allis-Chalmers will supply a 213-foot long rotary kiln; 2 pan pelletizers; a traveling grate; an Allis-Chalmers air-quenching cooler; and a 2-compartment grinding mill for raw material.

Capacity of the system is rated at 1,000 metric tons per day. The installation is expected to go on stream some time late in 1964, serving the road and building construction markets.

Financing of the Saurashtra project was made possible by a joint loan to India provided by the World Bank and the Agency for International Development (AID).

TURKISH HANDICRAFTS

The Turkish handicrafts exhibit, sponsored by the Turkish Union of Chambers of Commerce, Industry, and Commodity Exchange, opened in Istanbul on November 1 and will run until November 9. Orders placed at the exhibit can be shipped to the U.S. in time for the Christmas season. Further information can be obtained from the Union of Chambers in Ankara or the Chamber of Commerce in Istanbul.

Venezuelan growth continues; U.S. Trade Mission awaited

Leftist sabotage severely damages local and U.S.-owned firms; Government sets retail prices on 9,251 pharmaceutical products

Venezuelan industrial and commercial activities continued their upward trend in August. Greater construction activity was one of the principal factors in this trend, according to the U.S. Embassy in Caracas.

Electric power consumption in the Caracas area was at near record levels in terms of heavy industrial consumption and at record levels for commercial and light industry consumption.

Petroleum output showed a very small increase over the January-August period of 1962. Thus, production remained at near 3.2 million barrels of crude petroleum daily.

Foreign exchange reserves, although down $20 million for seasonal reasons, were at a level of $683 million, up from $576 million at the end of 1962. Meanwhile the political campaign continued in full force, as presidential elections have been set for December 1.

Acts of sabotage by leftist extremists were frequent and caused considerable damage to Venezuelan as well as U.S.-owned properties.

The announcement of the U.S. Trade Mission visit to Venezuela scheduled for February 1964 was well received by Government and private circles. Particular enthusiasm was shown for the stress on aiding the Venezuelan industrial development process and the emphasis on person-to-person contact between businessmen from the U.S. and owners of medium-sized and small businesses in Venezuela.

At the same time, the Corporacion Venezolana de Fomento (CVC) announced that an international meeting of Government and private financial institutions interested in development would be held in Caracas in February 1964.

Productos de Vidrio, S.A., an affiliate of Fabrica Nacional de Vidrios, has acquired a site near Valencia for building a new glass plant. This will be the third largest glass making enterprise in Venezuela. The Venezuelan Trading Company, 1 of the 2 largest canners of fruit juice has announced plans for a new plant to make concentrated and frozen juices. Ford Motor Company of Venezuela has signed a contract with the semi-autonomous Government-owned Corporacion Venezolana de Guayana for the purchase of 10,000 tons of steel ingots produced by the latter's steel plant at Matanzas. All of the steel is to be shipped to the U.S.

Retail prices of 9,251 pharmaceutical products were set by the Ministry of Development by a resolution of August 12. Of these products, 3,166 suffered drastic reductions averaging 21.32%, 182 articles were authorized a price increase which averaged 11.9%, and the remainder underwent no change.

More telephone services will soon be available in Caracas, according to C.A. Nacional de Telefones de Venezuela. The company has announced the construction of 3 new telephone central exchanges in metropolitan Caracas to expand present facilities by 16,000 lines.

Additional information can be obtained from the following Department of Commerce publications:

Foreign Trade of Venezuela, 1959-60. WTIS. Part 3, No. 61-40. 4 pp. December 1961. 20 cents.

Import Tariff System of Venezuela. WTIS. Part 2, No. 61-18. 2 pp. March 1961. 10 cents.

Law of Installment Sales in Venezuela. WTIS. Part 1, No. 59-13. 3 pp. February 1959. 10 cents.

Swiss buying less citrus; U.S. market share drops

Total Swiss imports of fresh citrus during the first 8 months of 1963 declined to 68,555 metric tons from 78,051 in the same period of 1962. Imports from the U.S. declined from 2,250 metric tons to 1,409 metric tons, and the U.S. share of the Swiss market slipped to 2.1% from 2.9%, according to the U.S. Embassy in Bern.

Swiss imports of citrus juices also declined, dropping to 2,022 metric tons from 2,896 metric tons in January-August 1962. Imports from the U.S. slumped nearly 40% to 1,064 metric tons, as the U.S. share of the Swiss import market for these products dipped to 52.6% from 59.9%.

Netherlands economy roars back from winter slump; U.S. industrial equipment mission sparks sales

Overall U.S. sales to Netherlands 10% below 1962 levels; U.S. investment concentrates almost entirely in joint ventures

The Dutch economy snapped back vigorously in the second quarter from the most severe winter of the last hundred years. Industrial output rose, domestic consumption increased, and both imports and exports registered solid gains, according to the U.S. Embassy in The Hague.

A sharp upswing occurred in the construction industry, reflecting efforts to make up the winter lag. Nevertheless, it is unlikely that the Government's target of 90,000 dwelling unit completions for the year 1963 can be reached.

The labor market failed to show any appreciable signs of easing. There may be some improvement in the second half of the year, however, as more young people from the postwar baby bulge reach working age.

Netherlands imports for the first 6 months, value at $2,868 million, were 6.4% higher than in 1962, while exports, totaling $2,392 million, were 7.1% higher. Exports were valued at 83% of imports, as they were in the corresponding period of 1962, but the trade deficit was over $11 million higher than in 1962.

The other Common Market countries continued to increase their share of Netherlands foreign trade. Dutch trade with France and Italy registered especially sharp increases. Trade with Portugal and Norway, comparatively less important commercial partners, also showed large percentage gains.

U.S. sales

U.S. exports to the Netherlands for the first half of 1963 amounted to $337 million, 10% lower than the first half of 1962. The American share of the Dutch market was 11.2% in the first 6 months of 1963, against 12.6% in 1962.

Leading the decline in U.S. exports were aircraft and parts, $466,000 (down 97%); wheat, $6 million (down 59%); and office machinery, $6 million (down 59%). Also registering sizeable declines were non-electrical power machinery, other grains and grain preparations, plastics, cotton and soybeans.

Large gains over the first half of 1962 were shown for coal and coke, almost $20 million (up 54%); animal fodder, $12 million (up 52%); and raw tobacco, nearly $6 million (up 50%).

Bright spot

The most noteworthy event in the U.S. Export Expansion Program during the quarter was the highly successful U.S. Department of Commerce-sponsored Trade and Industrial Equipment Mission, which was in the Netherlands from April 20 to May 17. The Mission developed many export opportunities, as well as some possibilities for joint ventures and licensing agreements.

Another important factor contributing to high liquidity was the almost continuous increase in foreign exchange reserves, which rose 63% during the first 6 months of the year. This was one of the factors which led to the Dutch decision in July to prepay $70 million in loans outstanding to the U.S.

The major call on the capital market was the 300-million guilder ($83 million) Government bond loan issued in May. While oversubscribed, this issue was not an unqualified success because quotations remained below the rate of issue for some time. A 100-million guilder ($27.6 million) loan by the Bank for Netherlands Municipalities was well received.

The balance of payments for the first quarter showed a small overall surplus in contrast to the deficit during the like period of last year. This surplus was the result of an unusually small trade deficit and a recovery of capital earnings. However, the deficit on capital account was 4 times higher than in the first quarter of 1962.

American investment in the Netherlands during the second quarter of 1963 was concentrated almost exclusively in joint ventures. As seems to be increasingly the case, the joint ventures were in highly specialized fields, supplying products to basic industries. Several U.S. companies are expected to establish new subsidiaries during the remainder of the year.

The U.S. firm, Foster Grant, established a subsidiary in Breda to manufacture chemical and petro-chemical products. Controlling interest in a Dutch firm producing electric automation equipment was acquired by the Control Data Corporation of Minneapolis.

Joint ventures

Joint ventures with Dutch companies were undertaken by the Ames Textile Union and the J. T. Baker Chemical Company. The Penn Control Company of Goshen, Indiana, opened its second plant in the Netherlands, this one to produce natural gas controlling apparatus.

The most important merger of the quarter in the Netherlands was that of the Royal Salt-Ketjen Group with Talens en Zoon, manufacturers of artists' paints, and "Was de Wit," makers of waxes and industrial thermo-plastics.

Other significant developments in the Dutch industrial sector included an announcement by the Billiton Maatschappij of plans to build a large aluminum processing plant in Groningen. With the completion of its new plant at Masstricht, the Royal Netherlands Paper Company becomes one of the largest paper manufacturers in Europe.

Rapid progress is being made with the construction of the necessary equipment for the production of commercial quantities of natural gas from the Slochteren Gas Fields in Groningen and for distribution of this gas by the newly formed Netherlands Gas Union. The very important question of prices for the gas has not yet been settled.

Old squabble ends

A 100-year-old controversy between the Netherlands and Belgium was resolved with the initialing of the Dutch-Belgian Waterway Treaty, which provides for construction of a waterway linking the Schelde and Rhine Rivers. The new route will cut the present trip from Antwerp to Dordrecht by about 5 hours, and should benefit primarily the former port.

New wage agreements were concluded during the second quarter covering a total of 560,000 workers in such important sectors as mining, oil processing, dockworkers, meat processing, bulb growing and agriculture. Wage increases resulting from these negotiations averaged about 3.4%, compared with the 2.7% target set by Government planners. Next year the labor unions may be expected to press for 2 additional days of annual paid vacation, raising the total to 17.

3d quarter AID exports came from 195 cities, 47 states

More than 80% of assistance funds are spent on U.S. goods

A sampling of procurement orders during the 3rd quarter of 1963 showed 319 plants in 195 cities and towns sharing AID-financed export business. Although the sampling represents only a portion of the orders for the period, it does indicate the wide range in size of firms and communities participating.

Firms in 47 states produced more than $215 million in materials and equipment sold overseas under AID financing during the first 9 months of the year. This represents about half of all AID-generated business volume in the U.S. for the period. The figures are based on letter of credit transactions of more than $10,000 and goods traceable to source of production.

Foreign aid financed sales under AID's commodity procurement cover a wide range of authorized goods for industrial, commercial and agricultural uses in developing countries. Purchases by firms or government agencies in the foreign nations, under both U.S. development loans and other forms of financing, result from policies directing most procurement to American sources—more than 80% under current obligation of funds.

AID also helps interested American suppliers with information on opportunities for overseas sales, which usually take place under competitive bid procedures through normal commercial channels.

Iceland to buy U.S. goods with Eximbank road loan

The Eximbank has authorized a $500,000 credit in favor of the Government of Iceland. Iceland will purchase U.S. construction equipment and other supplies for its highway and utilities administrations with proceeds of the loan.

About 30 U.S. manufacturers and suppliers are expected to receive orders for machinery and materials. Shipments will go to entities within the Icelandic Government including the Director of Roads, the Electricity Authority, the Harbor and Lighthouse Administration, the Civil Aviation Administration, the Post and Telegraph Administration and the City of Reykjavik.

To be purchased are motor graders, bulldozers, truck tractors, cranes, asphalt street pavers, wire, transformers, insulators, regulators and arrestors, and miscellaneous construction and maintenance items.

Phone contacts

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8363.

AID loan helps finance private Nepalese projects

Two Agency for International Development (AID) loans will provide the Nepal Industrial Development Corporation with funds to be lent to private entrepreneurs for financing industrial projects.

One loan will make $1 million available to purchase machinery, equipment and services in the U.S. The other will consist of $1 million worth of Indian rupees, to be used by Nepalese enterprises for similar procurement in India. The rupees were acquired by the U.S. through sales of surplus agricultural commodities to India.

Loans amounting to $400,000 in dollars and one million dollars in Indian rupees were extended to NIDC by the U.S. in 1960 and most of these funds have been committed or advanced to industrial enterprises such as a tile and pipe works, a printing plant, a power plant and a bus line.

$2 million loan helps Afghans buy U.S. trucks, parts

Most of equipment will be sold to private users; U.S. also aids highway development program

The Agency for International Development, which has assisted Afghanistan with the construction and paving of trunk highways, has authorized a $2 million loan for the Afghan Government to buy general and special duty trucks, tires, spare parts and lubricants. The loan funds will also cover the transportation of these commodities to the Afghanistan border.

Most of the trucks, parts and lubricants to be financed by the AID loan will be sold to private users for local currency. The Afghan Government will deposit the local currency equivalent of the dollar cost of the commodities and shipping in a trust fund for support of U.S. highway aid projects.

The trucking industry in Afghanistan is largely privately owned. Many of the trucks now operating are in poor condition and need to be replaced. The demand for trucks greatly outstrips the supply, and the Afghan Government has selected trucks as a priority import need.

With no railroads and limited air services, industries have been unable to develop on an economic scale in Afghanistan because the potential internal market could not be reached and transportation for export is prohibitively expensive.

The U.S. is assisting the Afghan Government in the construction and improvement of a national network of trunk highways. The highway being built from Kabul to Kandahar, to connect with a completed road from Kandahar to Spin Baldak, will provide an all-weather highway from Kabul to the Pakistan border. Another U.S.-assisted project for an all-weather road from the Afghan capital to Pakistan, by way of Torkham and the Khyber Pass, is nearing completion.

Canada's export-incentive plan for automobile firms extended 3 years to October 31, 1966

Commodity coverage broadened to include passenger cars, trucks, buses, fire engines, axles, clutches, brakes, others

Canada's tariff-rebate incentive program to promote exportation of automobiles and parts has been broadened in commodity coverage and extended for 3 more years, according to an October 25 announcement in Parliament by the Minister of Industry.

Originally instituted for a 12-month period beginning Nov. 2, 1962, the program will now carry on to Oct. 31, 1966, when results will be reviewed to determine what future measures may be required by the industry.

As before, the plan's basic feature is the reimbursement of import duties paid by a company on imported automobiles and automobile parts. The rebates are in direct ratio to the increase in the value of automobiles and parts exported in excess of the exports during the 12-month period ended Oct. 31, 1962. For each dollar of increased exports, one dollar of previously-paid tariff is refundable at the end of the year.

Extended coverage

The new order-in-council extends the coverage to practically all automobiles and parts; originally, only automatic transmissions, engines, and certain body stampings were included in the scheme. Products covered are those included under tariff items 410a(iii), 424, and 438a through 438u. Among others, these are passenger automobiles, trucks, buses, fire engines, axles, brakes, clutches, engines, roller and ball bearings, spark plugs, electric storage batteries, asbestos brake-linings and clutch facings, piston castings, radios, heaters, die-castings of zinc, and parts of automobile components whose material of chief value is wood or rubber (not including tires or tubes). The dutiable value of such imports into Canada from all sources in calendar year 1962 is estimated at C$367 million.

Exports to any country are eligible to earn a credit for remission of duties. Credits may be earned by vehicle manufacturers through exports by themselves or by the parts makers.

The Minister of Industry predicts that if full advantage of the plan is taken by Canadian industry, it can lead to increased production and exports of between C$150 million and C$200 million annually, with remission of duties paid on an equivalent value of imports into Canada. He adds, however, that the planning and construction of new machinery and buildings requires a certain minimum time, even when pressed vigorously.

Canada's automobile industry's exports to the world during calendar year 1962 were: automobiles, freight—C$3.3 million; automobiles, passenger—C$21.2 million; and automobile parts—C$19.5 million. (See INTERNATIONAL COMMERCE, Nov. 26, 1962, p. 46.)

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Iraq visa requirement remains in full force

All persons entering Iraq must have a valid Iraqi visa upon arrival. The only exceptions to this ruling are ship and airline crew members who are in transit.

Although travel to Iraq has been freer for Americans since the February revolution, the visa rule has not been relaxed.

Netherlands Institute transfers N.Y. operation

Operations of the Netherlands Industrial Institute in New York City, which for several years has provided guidance and information to U.S. businessmen contemplating investment in the Netherlands, have been transferred to the Netherlands Consulate General at 10 Rockefeller Plaza.

The Institute terminated its activities both in New York and in the Netherlands, as of October 1. These activities have been taken over by the Netherlands Ministry of Economic Affairs at The Hague.

E. J. Alofs, who had headed the Institute's New York office, formerly at 551 Fifth Avenue, has been transferred to the Ministry of Economic Affairs and is attached to the Netherlands Consulate General in New York City. His title is Industrial Officer of the Ministry of Economic Affairs Attached to the Netherlands Consulate General.

The Netherlands Government has stated that transfer of the Netherlands Industrial Institute's functions to the Ministry of Economic Affairs will not affect the services formerly provided by the Institute. U.S. businessmen interested in investing in the Netherlands may still consult with Mr. Alofs and his associates.

Iran central bank pares official rediscount rate

The Central Bank of Iran, effective Oct. 28, 1963, reduced its official rediscount rate from 6 to 4% and announced it was prepared to rediscount some export bills at still lower rates.

The press quoted Governor Samii as stating the move was designed to stimulate the economy, although he predicted some time might elapse before commercial banks would respond by lowering their rates.

Central Bank Officials were quoted as emphasizing that monetary policy alone could not revive the economy, but that recent higher-level PLANORG (Plan Organization) expenditures and stepped-up commercial activity were good signs.

SWITZERLAND: TELETYPING

Teletype machines in Switzerland totaled 4,600 at the end of June 1963, an increase of 723 over those of a year earlier. There are now 84 units per 100,000 inhabitants.

First U.S. Mission to Malaysia uncovers wide range of opportunities for businessmen

Varied openings for consumer and industrial enterprises call for joint ventures, licenses, capital, know-how

Manufacturing projects open in motion-picture field, food product machinery, electric irons and lamps, mechanical toys, sheet glass, dry ice and clothing

The first report from the first U.S.-sponsored Trade Mission to the new Malaysian Federation reveals a keen interest on the part of Malaysian businessmen in joint ventures and licensing arrangements with U.S. firms. The Mission's visit to Malaysia covered the period from October 5 to October 30.

Descriptions of the varied types of openings in consumer and industrial enterprises represented in the initial group of opportunities reported by the Mission are listed here.

U.S. firms interested in one or more of these openings should show the identifying interview report number, listed in parentheses after the address of the Malaysian firm, on any correspondence concerning an opportunity.

0912 Finfish
0913 Shellfish

The Singapore Economic Development Board is seriously interested in the establishment of a fisheries industry, including a fishing fleet and fish-processing plant. The Board has prepared a detailed prospectus of the project.

The new project will be granted pioneer status, according to reports. Inducements will include tax exemption up to five years, assistance in factory site location and consideration for tariff protection covering capital equipment and processed products.

U.S. firms should request a copy of the prospectus and seek additional information from the Singapore Economic Development Board, Fullerton Building, P.O. Box 2692, Singapore, Malaysia. (IR 176).

2031 Canned & cured sea foods
2036 Shellfish, quick-frozen & cold-pack (frozen)

An established firm of general merchandisers is interested in a joint venture with an experienced U.S. concern to establish a cannery for smoked clams and possibly a freezing plant for shrimps and crabs. Company has substantial local capital available for its share of any joint venture.

Write to Taik Ho & Co.—Guan Ho, Ltd., P.O. Box 32, Taiping, Perak, Malaysia. (IR 91)

2093 Palm kernel oil

A locally established planter seeks U.S. financial participation and managerial assistance in working and increasing existing oil palm acreage and processing and marketing palm oil. A 50-50 venture is envisaged.

Write to M. J. Mathew, 67 Ampang Rd., Kuala Lumpur, Malaysia. (IR 64)

2335-2337 Women's ready-to-wear

An established textile dealer and importer of wearing apparel proposes to manufacture women's ready-to-wear apparel, either as a joint venture with a U.S. manufacturer or under license. Equity capital is also invited.

Dato Belavant Ajit Singh, Gian Singh & Co., Ltd., 13 Jalan Mountbatten, Kuala Lumpur. (IR 8)

2499-3461 Signs & signboards
7811 Motion-picture production

To meet the anticipated demand for signs and signboards arising from a new requirement of the State of Malaysia that business signs and signboards be in English or Malay, a local businessman wishes to begin a signboard manufacturing company as a joint venture with a U.S. firm.

He is also interested in producing documentary films on Malay culture and native sports activities for distribution in the U.S. Joint venture proposed.

Write to H. A. M. Buyong, 9 Jalan Bandar, Kuala Lumpur, Malaysia. (IR 110)

2813 Dry ice
2821 Plastics materials

An American partner with know-how and capital is sought by a local businessman in order to set up a joint-venture plant for the production of dry ice. As an adjunct, a plant to produce styrofoam for the manufacture of ice boxes utilizing dry ice suggests itself as a possible further joint venture.

Chow Chak Tong, Wells (Malaysia) Corp., 209 China Insurance Bldg., Jalan Tuanku, Abdul Rahman, Kuala Lumpur, Malaysia. (IR 89)

3069 Fabricated rubber products

As established manufacturer of rubber products is interested in a licensing arrangement with U.S. manufacturers of rubber products for the production of these goods in Malaysia.

Write to Shum Kwai-Hong, 403-404 Loke Yew Bldg., Jalan Holland, Kuala Lumpur, Malaysia. (IR 97)

3211 Sheet & structural glass

A firm of glaziers and general contractors seeks to interest a U.S. firm in participating—either as a joint venture, a licensing arrangement or through provisions of equity capital—in the establishment of a sheet and structural glass plant. A ready and growing local market exists.

B. Shaik Imam, O. Bacha Myan Sahib, 87A Paul St., Seremban, Malaysia. (IR 2)

3551 Food products machinery

An importer and wholesaler of sundry goods desires to enter into a joint venture with a U.S. manufacturer of frozen food machinery. He would also consider a distributorship for such machinery.

Write to R. L. Davidson, Stephen-Davidson & Co., P.O. Box 2220, Kuala Lumpur, Malaysia. (IR 106)

3561 Water pumps
3642 Lighting fixtures

An established dealer in water pumps and lighting fixtures invites U.S. investment in his company.

For details, write to Kuan Kong Min,

Hock Guan Leong Co., 21 Foch Ave., Kuala Lumpur, Malaysia. (IR 12)

3600 Electrical products
3500 Mechanical products

A British engineer now producing electrical goods in Malaysia is contemplating the establishment of a plant in northern Ireland for the production of electrical and mechanical products. He is interested in entering into a joint venture with a U.S. manufacturer in this latter operation.

Thomas Henry Cameron, Telecoms Workshops, Brickfields Rd., Kuala Lumpur, Malaysia. (IR 30)

3634 Electric irons

A distributor of radios and electrical products wants a licensing arrangement or joint venture with a qualified U.S. firm for the manufacture in Malaysia of electric irons (230 volts. 50-cycle current). Initially, an assembly operation might be envisaged, gradually developing into a full manufacturing operation.

Write to S. Dewan Singh & Sons, 52 Lahat Rd., Ipoh, Perak, Malaysia. (IR 94)

3641 Electric lamps
3941 Games & toys

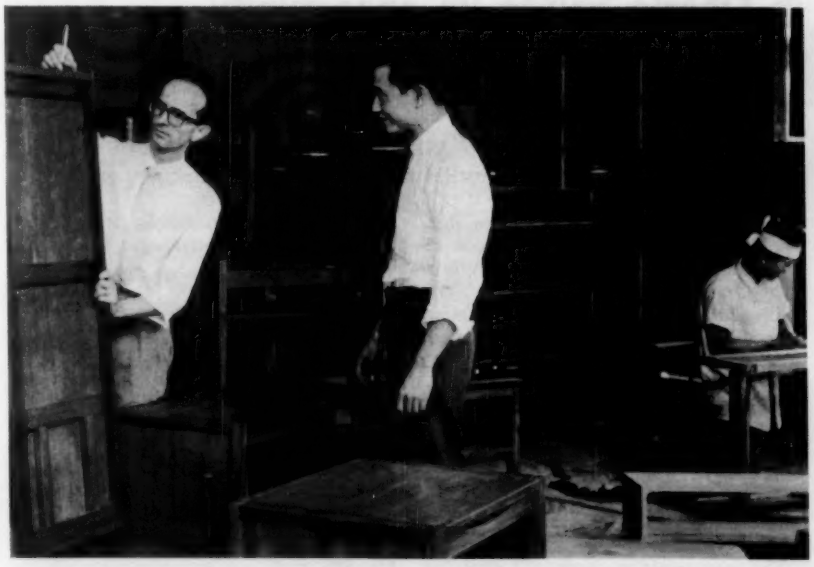
A manufacturer of latex products wishes to enter into licensing arrangements with U.S. manufacturers for the production in Malaysia of fluorescent lamps and related products as well as mechnical and battery-operated toys.

L. S. Palaniappan, Imperial Rubber Industries, 103 First Cross St., Malacca, Malaysia. (IR 4 & 5)

Tool and machinery output asked by 2 German firms

Two German manufacturers are interested in licenses from U.S. firms to produce specialized tools, machinery and equipment.

- Manufacturer of consumer hard goods and industrial machines seeks license to produce small machine tools and conveying equipment for precision tools and textile industry. Write to G. M. Pfaff A.G., Kaiserslautern.
- Producer of shafting, shaft couplings, lathes and vises is interested in acquiring licenses to make small machinery, hydraulic and other drives and new tools. Hans Buehler & Co., Maschinenfabrik, P.O. Box 34, 7314 Wernau/ Neckar (Wuerttemberg).



U.S. PARTNER WANTED: Scene in Thai furniture plant that is looking for assistance to capitalize on growing business. See accompanying article. (Thai-American Audio Visual Service photo.)

Furniture factory in Thailand offers joint-venture opening

Teak plant swamped with orders; aims at mass output; looks for technical, managerial and design assistance

An established Thai manufacturer of teak furniture is unable to fill further orders until 1964 unless additional machinery and equipment are installed. The firm, located in Chingmai, Thailand's second largest city, is seeking a U.S. joint-venture partner capable of furnishing technical, managerial and design assistance.

The factory buildings, with 7,500 square feet of usable manufacturing floor space, were designed and constructed under direction of the factory manager. Seven units of dual-purpose modern machinery are installed but additional equipment would be required to accomplish moderate mass production. Additional land is available for expansion.

Both the owner and manager of the factory were educated and trained at the Central School of Arts and Crafts in London, England.

Since the company was established three years ago its management has concentrated on the development of a distinctive line of furniture. Production consists primarily of contract work in equipping hotels, offices and apartments. Furniture now being produced is of solid and veneer panel type and is gaining local prestige and acceptance. Between 50 and 60 people are employed and additional semiskilled workers are available.

Large, new plant

By U.S. standards, the factory might appear to be a job shop type of enterprise but one observer reports it to be the largest furniture plant in Thailand and one of the most modern in Asia.

For further details, including the findings of an investment survey of furniture manufacturing possibilities in Thailand, write to Bureau of International Commerce, Office of International Investment, File 3-2511-2-B, Department of Commerce, Washington, D.C. 20230.

Industrial development corporation in Liberia points up opportunity for storage battery manufacture

Government's open-door policy regarding foreign investments offers special inducements; market now supplied by imports

The manufacture of automotive storage batteries in Liberia could prove to be a profitable venture for U.S. battery producers, according to the Liberian Development Corporation, a Government agency which promotes the establishment of light industry in Liberia.

The current market, represented by battery imports ranging from 8,000 to 12,000 units a year, is small. Motor vehicle registrations (10,800 as of February 1963) show a modest yearly increase. There is also the possibility of exporting locally-made quality batteries to neighboring countries.

The investment climate in Liberia, a country enjoying a high degree of internal political stability, is favorable.

Incentives

The Liberian Government has adopted an open-door policy in respect to foreign investments. It offers a number of attractive incentives, such as a five-year exemption from income taxes and from all import duties as well as leases on sites in an industrial park at less than commercial rates. In appropriate cases, Government subsidies are available to defray part of the cost of training Liberian employees.

Import market

At present, some 90% of total battery imports originate in Europe (Bosch, Varta, Sonnerheim) and only 10% come from the United States. Prices for batteries, landed Monrovia and before payment of duty, range from $8.31 for a 6-volt, 55 amp.-battery to $43.56 for a 12-volt, 180 amp.-battery.

In the event a local battery plant is established, the Liberian Development Corporation suggests that it should be possible to obtain sympathetic hearing for protection from competitive imports.

A preliminary feasibility study has been prepared by the Liberian Development Corporation. A copy of this may be obtained by writing to Bureau of International Commerce, Office of International Investment, File 1-3691-1, Department of Commerce, Washington, D.C. 20230. For additional information, U.S. firms are invited to direct inquiries to Liberian Development Corporation, Room 302, Department of the Treasury, Monrovia, Republic of Liberia.

Farm equipment producer looks for U.S. know-how

An English manufacturer of precision farm equipment such as trailer spreaders, drillers, hoes and fertilizer spreaders seeks a license from a U.S. firm to make related equipment.

Write to Ernest A. Webb, Ltd., Agricultural and Industrial Engineers, Exning, Suffolk.

Textile, plastic, chemical output arrangements wanted

Three European firms want licenses or joint-venture agreements in order to manufacture waterproofing compounds, other chemical or plastic products and underwear or nightwear.

Belgium. Manufacturer of polystyrene insulation seeks joint venture or licensing agreements to make U.S. products in the chemical or plastic fields. ISOMO, S.P.R.L., 1 Wittestraat, Heule.

Italy. License sought for the production of waterproofing compounds, masonry and acid-resistant cement binders for special containers, undercoaters and primers. IMPER, di Ing. A. Schieroni & Figli, Via Lanzo, 131, Torino.

Netherlands. Joint venture asked for the manufacture of men's, children's and women's underwear and nightwear. Hollania Tricotage Fabriek N.V., 57 Kerkewijk, Veenedaal.

License asked for surgical, industrial product output

A firm in the British Isles wants a license from a U.S. company in order to manufacture surgical and industrial products using natural and synthetic rubber, as well as thermosetting and thermoplastic materials.

William Warne (Holdings) Ltd., India Rubber Mills, Barking, Essex, England.

British firm seeks digital control system manufacture

A manufacturer of digital control and data collection systems seeks a licensing arrangement with a U.S. firm to produce any form of digital instruments or systems.

For further details, write to Digital Engineering Co., Ltd., 136 Battersea Park Road, London, S.W. 11, England.

Rhodesian brewery needs U.S. help

$280,000 asked for new project, other financing is available

Promoters of a Danish lager beer brewery in Salisbury, Southern Rhodesia, are seeking private U.S. equity financing amounting to £100,000 ($280,000).

The brewery, to be known as Danish Lager Breweries, Ltd., is to be designed and the plant and equipment supplied and installed by a firm of brewery engineers of Copenhagen. Plans call for the first lager to be available for sale between December 1964 and April 1965.

Initial capacity of the brewery will be about 30,000 barrels a year, with provisions included in the design for an additional 30,000 barrel capacity at an estimated cost of £50,000 ($140,000).

Beer consumption in the Federation of Rhodesia and Nyasaland increased from 168,000 barrels in 1956-57 to an estimated 300,000 barrels in 1962-63. The directors of the prospective brewery believe that the company can anticipate the support of the retail trade.

The nominal share capital is £300,000 ($840,000) in ordinary shares of five shillings (70 cents) each. The planned structure of financing includes assured financing now totaling $840,000 from Barclays Bank D.C.O., Danish machinery companies and public financing. After the brewery has been built, fund sources will include a $280,000 loan from the S. R. Development Corporation and $420,000 by public subscription, underwritten by the S. R. Development Corporation.

For further information, prospective U.S. investors should write to the Secretaries, Danish Lager Breweries, Ltd., c/o Sagit Trust Company of Rhodesia, Ltd., Trustee House, 55 Jameson Avenue Central (P.O. Box 11), Salisbury C.1, Southern Rhodesia.

Thailand invites tenders on construction materials for hydro-electric plant

The North-East Electricity Authority of Thailand invites bids for the construction of a dam, hydraulic steel structures, power plant and transmission lines of the Nam Pong Hydro-electric Project at Nam Pong District in Khon Kaen Province.

Bids are invited in three (3) parts as follows:

Part "A" Civil Engineering—closing date 12 noon, November 15;

Part "B" Power Plant—closing date 12 noon, November 8;

Part "C" Hydraulic Steel Structures—closing date 12 noon, November 29.

Tenders will be opened at 2:00 p.m. on the respective closing dates.

Contractors and suppliers interested in the construction work or supplying materials and machinery are requested to contact the Authority's office, Pibultham Villa, Kasatsuk Bridge, Bangkok, Thailand.

Tender forms, contract documents and specifications including the construction plan can be purchased from the Authority. The notice does not state if a fee is charged for these documents.

The dam site is about 52 km. northwest of Khonkaen. The dam is to be rock-fill with inclined clay core, 30 meters high, 800 meters long with a spillway at the right wing capable of discharging 2,500 cm. of water per sec. The notice states that ample clay and limestone deposits are located within a 5-mile radius of the site.

The power plant tender calls for the supply and erection of 2 hydraulic kaplan type 8.3 mw, 50 cps. turbine generators and embedded parts for a future third unit. The max. turbine head 18.5 meters net.

The transmission line tender calls for the construction of 350 km. of high and low voltage lines carrying 115 kv. 66 kv., and 22 kv., from the dam through 8 provinces.

A copy of the notice and general information may be reviewed in the office of the Building Materials and Construction Industries Division, BDSA, Rm. 404, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-3601).

Electromechanical items needed for Ethiopia

The Ethiopian Electric Light and Power Authority will invite bids for the supply and installation of electromechanical equipment relating to two moderate head hydroelectric power plants of 16 mw each, Awash II and III, to be erected at the Awash River downstream of the Koka power plant.

Each of the power plants shall have two vertical axial generating sets, Francis type turbines, synchronous alternators, transformers, switchgear equipment, a 132 kv outdoor substation and auxiliary equipment.

A loan from International Bank for Reconstruction and Development is under consideration.

The tender is broken down into three separate lots: Section A: turbines, governors, butterfly valves; Section B: generators; Section C: transformers.

Application for tender documents should be submitted to Electrizitacts-Actien-Gesellschaft, Vorm. W. Lahmeyer and Co., Frankfurt a. Main, Guiollettstr. 48 West Germany, Consulting Engineers. Fee of $37.73 for each individual section. Documents will be mailed after November 1.

UAR will construct two modern plants

The General Organization for Executing the Five Year Industrial Plan, Cairo, UAR, has announced tender No. 15/64 for the supply and supervision of the erection of two modern plants for manufacturing collapsible tubes.

The bid deadline is December 23.

The output capacity for each plant should be 3,000—5,000 printed tubes per shift (7 hr.); dia. 10-40 mm.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5590).

Building materials sought by Australian manufacturer

An Australian manufacturer is seeking connections with suppliers of various building materials on a direct purchase and agency basis.

Interest has been expressed in such items as fiber pipe, sewer fittings, wood panel sections, builders' hardware, metal molding, doors, frames, ornamental metal, fiberglass and plastic products.

Correspondence may be addressed to Mr. R.A. Nattrass, Managing Director, Reln, Pty., Ltd., 14 Elizabeth St., Parramatta, N.S.W.

Mr. Nattrass would like to make contact with interested firms in advance of a trip to the U.S. in April, 1964.

Metalworking punches requested by Burma

The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon, Burma, is inviting bids for a large quantity of metalworking punches of various sizes on Tender No. GH/63/G-II(63-64).

Bid deadline is November 11.

Copies of specifications and bidding conditions are available to firms located in the U.S. from the Metalworking Equipment Division, BDSA, Rm. 4204, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5652).

Bid deadline extended

The Ministry of Finance, Sugar Administration, Teheran, Iran, has announced that the deadline for the tender for 250 tons of white and 200 mt. of blue paper has been extended from November 11 to November 16. (INTERNATIONAL COMMERCE, October 14, p. 75).

Tenders in France open to U.S. bidders

Two new tenders have been opened to U.S. bidders by the Purchasing Contracting Office, Supreme Headquarters Allied Powers in Europe, Paris, France.

ACE International Invitation to bid No. 63-7, dated October 14, calls for the supply of 5 dual diversity h.f. receiving bays. Each bay will include two h.f. communications receivers, one dual frequency shift converter, and one electrical equipments cabinet.

Bid No. 63-9, dated October 10, specifies four power generating sets, 12.5 kva. According to the equipment specifications, the generating sets must be completely self-contained, capable of being started and operated in all climactic conditions encountered in Central Europe, and sufficiently robust to withstand the effects of cross-country travel after the sets, as delivered, are securely and directly mounted on the floors of the existing trailers.

Bids should reach the Purchasing and Contracting Office, ACE Communications Electronic Equipment, Communications Electronic Division, Material Branch, SHAPE, Paris, France, not later than December 2 for #63-7, and November 25 for #63-9.

Copies of these invitations to tender, containing further details, equipment specifications and instructions are available on loan from the Commodity Export Promotion Staff, BDSA-111 (Attn: RCP), Rm. 4203, Department of Commerce, Washington, D.C., 20230.

Saudi Arabia hotel seeks U.S. manager

The only first-class hotel in the oil-rich Eastern Province of Saudi Arabia is now nearing completion, and its owners are interested in locating a U.S. hotel management concern to undertake operation of the 87-rm., completely air-conditioned hotel.

The hotel will serve the commercial centers of Khobar and Dammam, as well as the oil center of Dhahran and Dhahran International Airport. It is owned by H. A. Sharbatly and Sons of Jidda.

Interested parties should contact Muhammad Hasan Yamani, c/o New Gulf Hotel, Khobar, Saudi Arabia.

Photographs and additional details are available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4675).

Consumer commodities sought

One of Australia's large importers desires to purchase a variety of consumer commodities, including swimming caps, plastic shower caps, straw hats for beach wear, medium-price suitcases, overnight cases, attaché cases, briefcases, baby layettes, and baby rattles.

These items would be marketed through all major retail store chains and pharmacy wholesalers. Correspondence should be directed to Mr. J. G. Dawkins, Purchasing Officer, Heine Bros., (A'asia), Pty., Ltd., 11 Loftus St., Sydney, Australia.

Vietnamese firm seeks rayon mill machinery

Vinafib Spinning Co., Ltd., Saigon, Vietnam, has announced plans to build a rayon spinning mill located in the newly designated Thu Duc Industrial Zone outside Saigon.

The bid deadline is November 30.

The mill will produce spun rayon and blended yarns of 1/20 to 1/40 count from 1½" to 3" viscose staple fiber. Production capacity will be 9,350 lb/24 hr. day on 14,400 spindles. The suppliers responsibility will be for supply and performance of all machinery and equipment from the point of unloading of staple fiber at blowing section through weighing, packing and removal of spun rayon yarn ready for shipment.

There are three possible methods of importation of this equipment and the choice of method will probably determine the source of supply. The methods are: importation with foreign currency provided by the government of Vietnam, importation under the U.S. Commercial Import Program, and capital investment by a foreign firm.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Department of Commerce Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Road construction bids sought by Guatemala

The Departamento de Bienes Nacionales, Licitaciones y Asuntos Alemanes, 3a. Calle 3-49, Zona 1, Guatemala City, Guatemala, is inviting bids for paving and road conditioning work on sections "A" and "B" of the Inter-American Highway (eastern area) for a total terracing and paving of 111 km.

The work is to be completed in a period of 360 days to be counted from the date on which the contract is awarded. Extensions will be granted in accordance with the terms of the contract.

The bid deadline for this tender, (No. 15-63), is 9 a.m., November 21. Correspondence is preferred in Spanish.

Complete specifications are available from Direccion General de Caminos, Guatemala City upon supplying 500 sheets of white letter-size ditto paper and 100 yd. of 42" heliographic paper. A copy of the bid announcement is available from the Building Materials and Construction Industries Division, BDSA-306, Rm. 4002, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-3087).

Bid deadline extended

The Department of Posts and Telegraphs of Ireland has extended the bid deadline for tender No. C/34, from October 29, to 4:00 p.m., November 12. (INTERNATIONAL COMMERCE, October 21, p. 51).

The Department of Posts and Telegraphs has also found it necessary to effect a number of amendments to the specifications.

Copies of the original specifications and the amendments thereto may be obtained on a short-term loan basis by firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4036).

NATO issues request for generator bids

The Headquarters Command, Allied Land Forces Southeastern Europe, invites qualified U.S. firms to submit bids for the supply of 2 generators (set port.).

The following specifications have been given:

5 kw, ac 60 cycles, 5 kw rating, 120 v line to line single phase, 0.7 power factor, separately excited, exciter included; ambient temperature in deg. O A/A temperature raise for continuous operation, liquid cooled prime mover radiator type battery cranked 12 v cranking, skid mounted; fully included overall dimensions, 73" long, 30" wide, 39" high; with radio interference suppression; gasoline engine.

Interested, NATO-qualified firms are invited to make known their interest to participate in bidding on this project (No. 8-63) by contacting before November 14, Headquarters, Allied Land Forces Southeastern Europe, P.K. 527, Izmir, Turkey, (Attn: Purchasing and Contracting Officer).

Copies of the specifications and conditions can be obtained from the Commodity Export Promotion Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff. A brochure on the NATO International Competitive Bidding is available also from the Staff.

Pakistan will purchase air conditioning unit

The Office of the Director, General Telegraph and Telephone, Pakistan, has issued tender No. 23-27/63/511, with a deadline of November 25, for central packaged-type air conditioning equipment to be installed in the Telecommunication Bldg., Sialkot, Pakistan.

Tenderers should offer prices for the equipment and installation, as well as prices for maintenance of the equipment for five yrs. and for spare parts for the life of the equipment.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Bids sought by UAR on soap-making machinery

The Alexandria Oil & Soap Factory, (formerly, Novzha Oil & Soap Factory), Alexandria, U.A.R., seeks catalogs and pricing information for machinery for manufacturing toilet soap including kettles, silos, plodders, rollers, weighing machines, packing and stampings.

Further information may be obtained from the factory, at 8, rue E. Falaky, P.O. box 1230, Alexandria, U.A.R.

Telemetering system asked for Australian station

Tender No. E-520, with a bid deadline of January 15, 1964, has been issued by the Snowy Mountains Hydro-Electric Authority, Australia, calling for extended control, indication, alarm, and telemetering equipment for the Murray One Power Station.

To be provided are 10 equipments for use with the turbine-generator unit, one equipment for 5 transformer-line power circuits and two control desks, complete with voice frequency signalling equipment suitable for operating at super-audio frequencies over 4-wire speech circuits to be provided by the Authority on multiquad cables.

Tenders are to be submitted in duplicate, on forms obtained from the Snowy Mountain Hydro-Electric Authority, P.O. box 332, Cooma N., N.S.W., Australia.

Cost of the bid documents is £ A 2.-.-($4.50), which is not refundable. A copy of the specifications and bid documents is available on a short-loan basis from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230, to firms located in the U.S. (Telephone: 202-WO 7-4036).

Textile goods wanted by Libyan company

Bashir M. Migirisi, importer, retailer, Midan Omar Tousson, Benghazi, Libya, wishes to purchase women's and misses' wash-and-wear blouses, dresses; separate skirts of wool and wool blends, wash-and-wear fabrics; suits, street dresses; full-fashioned hose for men; seamless hose for men, women, children; knit shirts for men and women; sweaters, mens, women's, children's T-shirts, men's, boys'; dress and sport shirts for men and boys'; foundation garments for women, i.e., brassieres, girdles; men's suits, especially wash-and-wear fabrics.

The firm requests catalogs and price quotations cif Benghazi.

All inquiries should be directed to Bashir M. Migirisi, at the above address.

A World Trade Directory Report giving background information, dated August 19, is available from the Commercial Intelligence Division for $1.

New Zealand invites electron tube bids

Bids from U.S. companies on quantities of electron tubes (including vacuum switches) and semiconductors are being solicited by the Stores Manager, Civil Aviation Administration, Private Bag, Wellington, New Zealand.

A complete listing of the items and general conditions appear in tender CAQ. 204/63. Preference will be given to tenderers offering current production types in compliance with CV (International Technical Valve Committee, England) or JAN/MIL specifications where applicable.

Copies of the tender, which closes November 19, are available from the New Zealand Senior Trade Commissioner, 1145-19th St., NW., Washington, D.C., or from the Electronics Division. Rm. 4119. Department of Commerce, Washington, D.C., 20230, on a short-loan basis to firms located in the U.S. (Telephone: 202-WO 7-4036).

Overhead crane bids announced by India

The Superintending Engineer/Technical (Civil), Madras State Electricity Board, Madras 2, India, has announced tender No. C939 for the supply and erection of a 100-ton electrically operated overhead travelling crane.

The bid deadline is December 18.

Tenders are available from the Superintending Engineer Technical (Civil) against payment of $10.75, plus $2.10 to cover registered book post airmail charges.

One copy of the tender is also available to firms located in the U.S. from the GIEC Division, BDSA, Department of Commerce, Washington, D.C., 20230, on a short-term loan basis. (Telephone: 202-WO 7-5589).

Burma seeks literature on educational tools

The Assistant Inspector of Schools, Office of the Inspector for Technical and Vocational Education, New Secretariat 3rd fl., Strand Rd., Rangoon, Burma, wishes to obtain brochures and descriptive literature on the following educational tools and equipment:

Woodworking; metalworking; book binding; leather working; machine shop; ceramic; cane and bamboo; mechanical drawing; paper crafts; general electricity; general plastic; general textile; general graphic arts; photography.

Interested firms should refer to tender No. 12-2 Ah Tha-63 (7696/7702) dated September 19 in all inquiries on foregoing.

UAR extends deadline on reclamation project

The Egyptian General Organization of Land Development, UAR, has extended the deadline for bids on the reclamation and rehabilitation of 324,000 acres of land south of Port Said and the Salhia Desert from January 14 to March 14, 1964. (INTERNATIONAL COMMERCE, October 14, p. 72).

Tenders must be submitted per prescribed instructions to the Egyptian General Organization for Land Development, the Land Reform Building, Dukki, Cairo, UAR. A copy of the tender documents is available, for review only, in the Building Materials and Construction Industries Division, BDSA, Rm. 4014, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3601).

Turkey seeks tenders on brewery construction

The Directorate General of Monopolies of Turkey has issued a tender for the construction of a brewery in Yozgat with a bid deadline of April 29, 1964.

The brewery is to have a 10 million liter beer capacity and a 2,000 mt. malt installation. The specifications are the same as those advertised in 1960, except that an estimated cost is not being quoted and three lodgings have been added to the project.

Tender documents may be obtained from Inhisarlar Umum Mudurlugu Komisyon Reisligi, Mesrutiyet Caddesi, Tepebasi, Istanbul, Turkey, against a payment of $5.56.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

ITALY—Castor beans; requests price quotations; replies in Italian. Mr. Arturo Groth, (trader, agent), via Mazzini 20, Milan.

145 Clay, Ceramic, Refractory Minerals

AUSTRALIA—Wyoming bentonite, crude, for oil drilling, foundry, pharmaceutical, rubber industries; requests prices f.o.b. nearest port. Mr. H.J. Sieger, Heine Bros., (A'asia), Pty., Ltd., (importer, exporter), 11 Loftus St., Sydney.

201 Meat Products

JAPAN—All varieties of canned meats. The Bon, Inc., (importer, wholesaler), 14 Nihonbashi, Muro-machi 1-chome, Chuo-ku, Tokyo. Attn: Mr. T. Ikematsu. WTD 10/16/63.

NIGERIA—Bacon, U.S. breakfast style, sliced and packaged in cold storage. Requests price list and, if possible, samples. S. Nassar & Sons, Attn: Mr. Anderson, (Nigeria), Ltd., (retail supermarket), P.O. box 541, Lagos. WTD 12/15/62.

202 Dairy Products

NETHERLANDS—Skimmed milk powder: "spray" and "roller" process. Firma Bosman, (importer, wholesaler, exporter), 126-138 Coolhaven, Rotterdam-6. WTD 8/30/62.

203 Canning, Preserving Foods

IRAQ—Dried white beans, 75 mt.; requests small samples by air mail. Mr. A. O. Zenoontian, Al-Rafidain Commerce and Commission Bureau, (importer, wholesaler), Ashar, Basra. Samples of type required available from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4675). WTD 8/27/63.

JAPAN—Canned soup, mayonnaise, spices, vegetables; all kinds. The Bon, Inc., (importer, wholesaler), Attn: Mr. T. Ikematsu, 14 Nihonbashi, Muromachi 1-chome, Chuo-ku, Tokyo. WTD 10/16/63.

All varieties of canned fruits. The Bon, Inc., (importer, wholesaler), 14 Nihonbashi, Muromachi 1-chome, Chuo-ku, Tokyo, Attn: Mr. T. Ikematsu. WTD 10/16/63.

NIGERIA—Canned, frozen vegetables, canned and bottled fruits, jellies, other foodstuffs—requests replies from manufacturers with literature and price quotations c.i.f. Lagos. A. Brunnschweiler & Co., Ltd., (manufacturers' representative), 35 Whitworth St. W. Manchester 1, England. WTD 12/21/62.

PHILIPPINES—Canned fish. Dy Te & Co., (importer, wholesaler, exporter), P.O. box 85, 94 F. Gonzales St., Cebu City. WTD 5/31/63.

SPAIN—Canned pineapple, vegetables; requests replies in Spanish. Direct purchase and agency. Conservas Helios, (importer, agent), Esquila No. 6, Valladolid. WTD 10/15/63.

204 Grain Mill Products

JAPAN—Spray starch for home laundry use. Ida Ryogokudo Co., Ltd., (Ida Ryogokudo K.K., (importer, wholesaler), 3 Asakusabashi, 1-chome, Taito-ku, Tokyo. WTD 7/15/63.

PANAMA—Corn, yellow flint #2; rice seed. Virgilio Capriles, (importer, wholesaler, commission merchant), P.O. box 303, Panamá, R.P. WTD 10/18/63.

PHILIPPINES—Wheat flour. Dy Te & Co., (importer, wholesaler, exporter), P.O. box 85, 94 F. Gonzales St., Cebu City. WTD 5/31/63.

207 Confectionery

JAPAN—Confectionery products. The Bon, Inc., (importer, wholesaler), Attn: Mr. T. Ikematsu, 14 Nihonbashi, Muromachi 1-chome, Chuo-ku, Tokyo. WTD 10/16/63.

208 Beverage Industries

SYRIA—Bourbon whiskey, (initial order 10 cases). Bashur's Restaurant, (importer, retailer), Shuhada St., Aleppo. WTD 10/16/63.

209 Food Preparations

SYRIA—Wide variety of U.S. canned and boxed foods. Bashur's Restaurant, (importer, retailer), Shuhada St., Aleppo. WTD 10/16/63.

220 Textile Mill Products

■ **GREECE**—Ladies' wear petticoat materials, cotton, synthetic. Approx. $100,000. A. Zakian & Co., 8 Kapnikareas Sq., Athens.

■ Ladies' wear petticoat materials, cotton, synthetic. $100,000. Novotex, S.A., 8 Kapnikareas Sq., Athens.

Both the above are for loan No. 240-H-028. U.S. source. F.o.b. New York. Suppliers interested may provide price lists, catalogs, or other descriptive material on which orders may be based. Quotation deadline November 23. SBC-430.

SOUTH AFRICA—Rayon, other man-made fiber waste garnetted in fiber or thread form. Union Textile Mills, (Pty.), Ltd., (manufacturer), P.O. box 154, Cape Town. WTD 11/15/62.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Printed and plain-colored cotton and synthetic piece goods. Prices should be quoted for 40 yd. and 42 yd. plastic-wrapped rolls, f.o.b. or c.i.f. Order filling must be accurate and exact with no unauthorized substitutions. Mr. L.C. Cooper, Director, (importer), W.R. Hogarth & Son, Pty., Ltd., 268-272 Kent St., Sydney, N.S.W.

ISRAEL—Cotton fabrics, top quality, for shirts, also poplin, linen and cotton mixed with other fibers; also buttons and accessories for shirts, blouses; requests prompt offers including samples, prices, delivery terms. Direct purchase. A. & A. Anderssen Beit Shemesh Co., Ltd., (manufacturer), Sharon House, 44 Petah Tikva Rd., P.O. box 18055, Telex 033-613, Tel Aviv.

NIGERIA—Textiles—cotton prints. K. Udeochu Bros. & Sons, (general merchant), 91 Azikiwe Rd., Aba. WTD 8/22/62.

222 Broad Woven Fabric Mills, Man-made Fiber, Silk

GERMANY—Dacron, nylon, cotton fabrics, nylon-satin, nylon-netting. Kurt Vettermann K.G., (manufacturer), 7505 Ettlingenweier, Post Ettlingen, Baden. WTD 10/17/63.

ISRAEL—Nyon fabrics, top quality, all colors, for shirts; also other man-made fiber fabrics for shirts and mixtures; manufacturer requests prompt offers including samples, prices and delivery terms. Direct purchase. Sample of nylon fabric desired is available on a loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4674). A. & A. Anderssen Beit Shemesh Co., Ltd., (manufacturer), Sharon House 44 Petah Tikva Rd., P.O. box 18055, Telex 033-613, Tel Aviv.

224 Narrow Fabrics

AUSTRALIA—Elastic material for trouser and skirt bands; desires high-quality synthetic rubber, washproof and dry cleaning-proof, instead of natural rubber; white grey, black. C.i.f. Sydney. Samples available on loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4675). Mr. L.J. Luber, William's Pharmacy, Main Platform, Central Station, Sydney, N.S.W.

228 Yarn, Thread Mills, Products

HONDURAS—Cotton and wool yarn for the manufacture of knitted infant wear. Elías J. Saadeh, (manufacturer), 5a. Avenida No. 319 P.O. box 49, Comayagüela, D.C. WTD 10/16/63.

229 Textile Goods

EL SALVADOR—Cotton, silk, rayon fabrics. Requests agency offers, samples and prices. Direct purchase and agency. Mr. Henry Isaac Frech, c/o Julian Abraham Frech Canahuati, 3a. Calle Poniente No. 19, Santa Ana. WTD 1/2/63.

GERMANY—Waste, processed cotton, rayon, wool, nylon; white, colored (nyltest). Hans-Otto Lammert, (exporter, manufacturer), 121 Postfach, 10-12 Zum Eidhagen, 484 Rheda/Westf. WTD 9/25/63.

Textile waste of all fabrics from bed sheeting and contour cuts. Direct purchase. Request price quotations c.i.f. Bremen. Hans-Otto Lammert, 121 Postfach, 10-12 Zum Eidhagen, 484 Rheda/Westf. WTD 9/25/63.

JAMAICA—Rayon or cotton textile; requests replies from manufacturers only with price quotations. Direct purchase and agency. Richard Kahn and Sons, Ltd., P.O. box 454, Kingston. WTD 10/11/63.

● **TURKEY**—Manila rope, 1" dia., breaking strength 9,000 lb., 3 or 4 strand, moisure-proof, quantity 10,000 ft. in 500-600 ft. coils. Tender No. 63-11T-58, bid deadline November 11. Dsi Genel Mudurlugu, (State Hydraulic Works), Makina ve Ikmal, Dairesi Reisligi, Ankara.★ (Telephone: 202-WOrth 2-4294).

230 Apparel

ENGLAND—Dresses, separates, for children, teenagers; medium-priced. Peggy Ann, Ltd., (manufacturer), 20 Margaret St., London, W.1. WTD 10/10/63.

GIBRALTAR—Men's, women's, children's ready-made clothing. Liberty, Ltd., (retailer), 82 Main St., Gibraltar. WTD 10/17/63.

Women's, men's ready-made suits. The English Outfitters, Ltd., (importer, retailer), 138 Main St., Gibraltar. WTD 10/17/63.

Men's, women's, children's ready-to-wear apparel. Pohoomull Bros., (Europe), (importer, exporter, wholesaler, retailer), 101-103 Main St., Gibraltar. WTD 10/17/63.

NEW ZEALAND—Bright sun, beach hats; summer wear for men and women. Direct purchase and agency. Harris Hats, Ltd., (manufacturer, wholesaler, importer), P.O. box 230, Napier.

SURINAM—Seconds, factory rejects, irregulars, odd lots. Socks, shirts, trousers, dresses, underwear, shoes. Suriname Universal Agencies, P.O. box 468, Heiligenweg 7, Paramaribo. WTD 9/17/63.

231 Men's, Youths', Boys', Suits, Coats, Overcoats

ENGLAND—Men's casual jackets for leisurewear. Direct purchase and agency. Lionel Levy, Ltd., (manufacturer), 1 Bodney Rd., London, E.8. WTD 10/7/63.

233 Women's, Misses', Juniors' Outerwear

ENGLAND—Women's skirts, slacks, sports clothes for leisurewear. Direct purchase and agency. Gay Sportswear, (London), Ltd., (manufacturer, exporter), 12/14 Calvin St., London, E.1. WTD 10/7/63.

234 Women's, Misses', Children's Infants' Under Garments

GIBRALTAR—Misses, women's lingerie from the U.S. Dalamal, Ltd., (Sevilla), (importer, exporter, wholesaler, retailer), 67 Main St., Gibraltar. WTD 10/15/63.

NIGERIA—Women's, children's underwear. Sule, Asani & Bros., (general merchant), 18 Idumagbo Ave., Lagos. WTD 10/15/63.

242 Sawmills, Planing Mills

GERMANY—Hickory ski billets, other small hickory dimension stock in wholesale quantities. Rueppell & Co., Glockengiesserwall 2, Hamburg 1.

■ **GREECE**—Douglas fir rough green No. 2, clear and better, allowing 15% No. 3 clear per Export "R" list. Anti-stain treated, 2 x 4" and wider, allowing up to 15%, 4/5 widths combined, random lengths 8/24 or longer. About 150,000 board ft. Cif Piraeus. Loan No. 240-H-028. U.S. source. Quotation date November 21. Xylemboria, S.A., Timber Importers, 14 Navarinou St., Athens. Cable, XYLEKAP, Athens. SBC-427.

Two shipments yearly, direct from West Coast port to Thessaloniki, to arrive between May and September of 500 cu. mtrs. Douglas fir lumber No. 2 clear and better, allowing up to 10/15% No. 3 clear-rough-green. Anti-stain treated per R list. 2" x 6" to 12" or wider x 8' to 20' or longer. Messrs. M. Gavrielides Bros., (importer, wholesaler), 9 Nea Xiladika, Thessaloniki. WTD 7/28/61.

SOUTH AFRICA—Douglas fir lumber. National Wood Products, (Pty.), Ltd., (manufacturer), Jones St., Parow, C.P., or P.O. box 59, Parow East, C.P.

243 Millwork, Veneer, Plywood

TANGANYIKA—Plywood. C.i.f. prices preferred. Direct purchase and agency. Chaudhry & Dinsmorr, (T), Ltd., (importer, manufacturers' representative), P.O. box 2628, Dar es Salaam. WTD 10/18/63.

251 Household Furniture

■ **COSTA RICA**—Mattresses, various sizes, 397 each; pillows, waterproof cover, feather, 205 each; mattress pads for bassinets, waterproof cover, foam rubber, 78 each. Invitation No. 5568. Bid deadline December 3. Pio/C No. 515-22-550-950-9-70124. Limited worldwide (901). Proveeduria Direccion General de Asistencia, Apartado No. 745, San Jose. SBC-427. Specifications are available from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C., attn.: Mr. Hernandez.

252 Office Furniture

AUSTRALIA—Office equipment including desks, chairs, tables, filing cabinets. 4 Corners Enterprises, Pty., Ltd., (importer, wholesaler), 94 Orchid St., Enoggera, Brisbane, Queensland. WTD 10/8/63.

260 Paper Products

SAUDI ARABIA—Paper: plain, stationery, bond, onion skin, gift wrapping, drawing, tracing; envelopes, social announcements; gummed tapes; filing folders with fixed transparent label holders; paperboard. Al-Nahdhah Book Shop, (importer, wholesaler, retailer), P.O. box 353, Dammam. WTD 3/31/63.

262 Paper Mills, Products

CAMBODIA—Duplicator paper, onion skin paper; samples, quotations (c&f Sihanoukville or Phnom Penh, with separate listing fob price and freight), delivery schedule requested for quantities 5 to 10 mt., 10 to 15 tons, 15 to 20 tons. Requests replies in French. Office des Entreprises d'Etat, 18 Moha Vithei Norodom, Phnom Penh.

FRANCE—Waste paper, paperboard, corrugated, suitable for the production of good quality wrapping paper, kraft and simili kraft. Direct purchase by lots of 200 mt., in bales of 200 kg. (441 libs), or 500 kg. (1,102 lb.) each; requests replies in French. Papeteries Loze, (manufacturer), 11 rue du Parlement-Sainte-Catherine, Bordeaux, Gironde. WTD 10/22/63.

264 Converted Paper Products

DENMARK—Heat sealing and self-adhesive tape, resistant to boiling and dry-cleaning liquids, to be used by the dry-cleaning and laundry industries. Direct purchase and agency. Dansk Klaeberulle Industri A/S, (manufacturer, importer, wholesaler, exporter), 52 Fredensgade, Aarhus C. WTD 8/14/63.

JAPAN—Crepe kraft paper: 1200 mm. wide min.; 100-120 gr. per sq. m. wgt.; thickness: 0.125 mm. before crepe and 0.6-0.65 after crepe; quality: pure kraft; moisture: less than 1.0%; ash: less than 1.0%; creping: horizontal direction to width and 90 degrees to length; physical properties: tensile strength over 4.5 kg. per 15 mm. width, elongation 100-120%. A sample of type paper desired is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4674). Kasho Co., Ltd., (importer, exporter), 3 Nihonbashi Yedobashi 2-chome, Chuo-ku, Tokyo. WTD 7/9/63.

NIGERIA—Paper-printing. Omoshola Bros., (Nigeria), Ltd., (general merchant), P.O. box 1630, Lagos. WTD 10/15/63.

266 Building Paper, Building Board Mills, Products

NIGERIA—Insulation, flexible wood fiber, insulating board, requests replies from manufacturers with literature and price quotations c.i.f. Lagos. A. Brunnschweiler & Co., Ltd., (manufacturers' representative), 35 Whitworth St., W., Manchester 1, England. WTD 12/21/62.

273 Books

AUSTRALIA—Children's books, including coloring books, for pre-school age children. Fleetwings, (Qld), Pty., Ltd., (importer, wholesaler), 104 Eagle St., Brisbane, Queensland. WTD 9/26/63.

274 Publishing

JAPAN—Maps in book or sheet form covering foreign countries and maps of U.S. cities in folding sheet or pocket size form. Naigai Trading Co., Ltd., (importer), Mitoko Bldg., 3 Akasaka, Nakano-cho, Minato-ku, Tokyo. WTD 9/11/63.

281 Industrial Chemicals

■ **GREECE**—Polijols, 300,000 lb.; Toluene Diisocyanate, 50,000 kilos; Silicones, 6,000 lb. Quotation date November 23. N & M Petzetaki, S.A. Colocotroni 9, Athens. Cable quotations accepted. Loan No. 240-H-028. U.S. source. SBC. 430.

IRAQ—Red lead, other chemicals used in manufacturing paint. Mr. A. O. Zenoontian, Al-Rafidain Commerce & Commission Bureau, (importer, wholesaler), Ashar, Basra. WTD 8/27/63.

■ **PAKISTAN**—Caustic soda, solid, packed in drums, 80 tons. Import license No. 356089. Quotation date November 14. New Punjab Soap Factory, Sargodha, W. Loan No. 391-H-066. U.S. source. SBC-429.

■ Clorox, qt. bottles, 6,000 bottles; phisolex, one-gal. tins, 500 gal.; bismuth subnitras powder, 500 kilos; methyl salicylate liquid, 500 kilos; aluminum hydroxide u.s.p. dried cel. powder, 1,000 kilos; magnesium hydroxide fine powder, 2,000 kilos; magnesium trisilicate fine powder, 1,000 kilos; sodium hydroxide pellets, 1,000 kilos; bismuth citrate, 500 kilos. Loan No. 391-H-066. U.S. source. Quotation deadline November 15. IL No. 302510. M/s Herbertsons, (Pakistan), Ltd., 14 Sadarghat Rd., P.O. box 112, Chittagong. SBC-423.

■ Coaltar dyes, including dyes for textile printing, vat blue, green, magenta, color indexes 1106,1101,1129, 1300 lb. total; naphtol as, asbs, as-g, ci No. 37505, 37515, 37610, total, 600 lb. each; garnet gbc base, 37210, scarlet r base, red r base, CI#37150, 37110, 37210, 1600 lb.; vat violet, 1104, 500 lb.; hydron blue, 962, 800 lb.; vat brown powder, vat jade green, vat brown gc powder, 1151, 119, 59825, 500 lb. each; yellow, orange gc base, 37000, 37005, 500 lb. each; red, scarlet rc base, 37120, 37105, 500 lb. Loan No. 391-H-066. U.S. source. Import license No. 299535. Quotation date November 9. Freinds Corp., Reazuddin Lane, Chittagong, E. SBC-422.

■ Coal tar dyes, hydron blue, vat blue, green 4000 xbn, approx. $5,250. Import license No. 271531. Quotation date November 9. Elahee Buksh & Co., Ltd., 126 Sadarghat Rd., Chittagong. Cable, CARTRIDGES, Chittagong.

■ Sodium hydrosulphite, 80/82% or 88/92%, approx. $2,000; caustic soda, solid or flake, $800; bleaching powder, $500; ammonium bicarbonate, $500; sodium bicarbonate, edible, $1,000; copper sulphate crystal, $500; xylol and toluol, $3,200; ethylamyl ketone, methyl isobuntyl ketone, methyl ethyl ketone, $3,700; dutrex 7,20,21, $3,100. All in iron drums. IL#263773. Quotation date November 11. Dada, Ltd., Khatunganj, Chittagong. Cable, DADA, Chittagong.

■ Caustic soda, solid, 98-99%, in steel drums, approx. 200 tons, standard packing of 600-300 lb. IL#358738. Quotation date November 9. Asiatic Chemical Industries, Ltd., Marriot Rd., Karachi. Cable, CHEMIHOUSE, Karachi.

All the above are for loan No. 391-H-066. U.S. source. SBC-422.

■ Ultramarine blue, to conform with U.S. federal specifications U450. Approx. $28,900. Loan No. 391-H-066. U.S. source. Import license No. 302509. Turner Grahams of Pakistan, Ltd., Strand Rd., Chittagong. Cable, GRAHAMS, Chittagong. SBC-422.

■ Titanium dioxide rutile R-760, packed in 5 ply paper bags, 30 m.t.; us xylol, packed in 400 lb. iron drums, 3,000 gal. C&f Karachi. Import license No. 350672. Loan No. 391-H-066. U.S. source. Quotation date November 20. Jensen & Nicholson of Pakistan, Ltd., No. 1 W. Wharf Rd., Karachi. SBC-427.

■ Titanium dioxide, TiO_2 inorganic red pigments, 3 tons; zinc oxide, ZnO, 2 tons; lithopone, 10 tons; synthetic resin on alkyd base, 2 tons; carbon black, 2 tons. IL No. 232485. Quotation deadline November 18. Alyas Bros. (Regd), 14 Railway Rd., Lahore. Cable, MABRA.

■ Chemical dyes: lanasyn grey bl, 8x112 lb.; yellow gl, 231 lb.; brown rl, 2x112 lb.; orange rl, 4x112 lb.; omega chrome black s, 8x112 lb.; cibalan yellow fgl, 462 lb. IL No. 227868. Quotation deadline November 11. Lawrencepur Woollen & Textile Mills, Ltd., Lawrencepur District, Campbellur.

Both the above for loan No. 391-H-066. U.S. source. SBC-424.

■ Acramoll w. paste, 5000 lb.; acramin fwr powder, 1500 lb.; ceramine ncs 370%, 1700 lb.; diazopon "A", 4100 lb.; emulsifier ac, 2100 lb.; kaurit w. paste, 1025 lb.; 19 items, large quantities. IL No. 344402.

■ Acramin yellow fgc extra conc.; acramin yellow fgg conc.; alcian blue 8GK; trivasol violet b; trivasol black k; trivamine red kl special; procion yellow 6GS; long list; various color indexes; large quantities. IL No. 344401.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline November 14. Bawany Violin Textile Mills, Ltd., 2nd Fl., Bank House No. 1, Habib Sq., Bunder Rd., Karachi 2.★ SBC-424.

■ Pigments, dyes: direct acid, basic colors; vat colors; soluble vat colors; indigosole; acramines; captrol colors; rapidogan and rapid fast colors; new specialty printing, alcina; procian reactive dyes; sulphur colors; micro disperse colors; phatalogen colors; anthrasol colors; remazol colors; Lumatex colors; long list, various color indexes, large quantities. Loan No. 391-H-066. U.S. source. IL No. 375753. Quotation deadline November 14. Razak, Ltd., 5 Rauf Manzil, Bombay Bazar, Karachi 2. Cable, GOLDCASTLE.★ SBC-424.

PHILIPPINES—Caustic soda solid, 76% and 98-99%, packed in steel drums. Direct pur-

chase and agency. Times Trading, (importer, wholesaler, indentor), P.O. box 155, Cebu City. WTD 4/30/63.

■ **VIETNAM**—Chemicals such as acetin, aniline, citric acid granular, coccinel red, formaldehyde, sodium metal, calcium chloride, mercury metal, silver nitrate, sodium bicarbonate, sulfuric acid, sodium perborate, sodium peroxide, zinc acetate, picric acid, calcium acetate; 353 items. PIO/C No. 430-271-9-30402. U.S. source. Invitation No. 1000-20093. Bid deadline November 18. Central Purchasing Authority, P.O. box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications, conditions, General Conditions may be obtained from the Embassy of Vietnam, Mrs. N.H. Quang, 2251 R St., NW., Washington, D.C. SBC-428.

282 Synthetic Materials

GERMANY—Polyvinyl chloride, polyethylene, polystyrene; requests replies from U.S. manufacturers only with price quotations cif European ports. Stahlkontor Hahn A. G., (wholesaler, importer), 27-31 Koenigsallee, 4 Duesseldorf. WTD 8/12/63.

Cellulose derivatives; requests replies from U.S. manufacturers only with price quotations cif European ports. Direct purchase. Stahlkontor Hahn A. G., (importer, wholesaler), 27-31 Koenigsallee, 4 Duesseldorf. WTD 8/12/63.

Plastic foils to be used for the manufacture of baby panties, aprons, beach articles (balls, boats, animals; all to be inflated). Gummi-Kraus K.G., (importer, exporter, wholesaler, manufacturer), 7 Stuttgart-S, Olgastrasse 82. WTD 10/15/63.

GREECE—Plastic casings for the sausage industry. Requests replies from shippers with price quotations. Can place order immediately. Dionysios Bakos, (manufacturer), 28 Katouni St., Thessaloniki.

■ Paraloid, 200,000 lb.; paraplex, 100,000 lb.; cycolac abs, 200,000 lb.; sioctyle phtalate, 150,000 lb.; synthetic rubber, 75,000 lb.; geon hitemp. 4,000 lb.; estane, 800 lb.; teflon, 300 lb.; cinquasia red, 4,500 lb.; gold afflair, 1,500 lb.; phtalocyanine green, 1,500 lb.; polyethylene resins, 80,000 lb. Cif and Fas in various packings of drums, bags, cans. Used in the manufacture of rubber and plastic hoses. Loan No. 240-H-028. U.S. source. Aristovoulos G. Petzetakis S.A., Hellenic Plastics & Rubber Industry, Thessalonikis & Handri Sts., Moschaton-Piraeus. Cable, PETZAR. SBC-427.

■ **PAKISTAN**—Thermosetting moulding compound, suitable for fountain pen industry, such as, cellulose acetate, approx. $2,500; polyethylene, $2,500. Fas or c&f basis. IL.#351037. Loan No. 391-H-066. U.S. source. Quotation date November 20. The Golden Pen Manufacturing Co., C/16, S.I.T.E., Karachi 16. Cable, ALLAHBELL. SBC-427.

VENEZUELA—Plastics raw materials. Direct purchase and agency. Stokvis Benezolana, C.A., (distributor, sales agent), Apartado 2384, Caracas, Avenida Principal de Los Ruices, Local 1, Caracas. WTD 8/22/63.

283 Drugs

■ **GREECE**—Antibiotics, achromycine, ledermycine, iloson, mycos tatine, mysteclin, in caps, ointments, syrup, injections; medicinal and pharmaceutical specialties, kenacort, lederkort, lederplex, waridase, in tablets, caps, syrup, powder. $70,000. Loan No. 240-H-028. U.S. source. Quotations date November 29. Interested suppliers may provide price lists, catalogs or other descriptive material on which orders may be based. Oecofarm Vas. Panagaki & Co., 73, Socratous St., Athens. SBC-432.

NEW ZEALAND—Liquid and dry glucose in bulk and in dispenser packs; requests replies from manufacturers only specifying grades, packs, current prices. Amalgamated Dairies, Ltd., (general importers), Anzac Ave., P.O. box 865, Auckland. WTD 6/20/62.

■ **PAKISTAN**—Vi-daylin 'm', drops, bejectal 't'; menthol crystals; vicks vapo rub; eldec kapseals 25's; ferradol 1 lb; benadryl expectorant, 4 oz.; taka-diatase liquid, 4 oz., chloromycetin capsules 12's; citralka liquid; combex parenteral 10 cc.; chloromycetin palmitate, 60 cc.; camoquin tablets 250's; festal; antiphlogistine size 50's aletris cordial, all "or similar" items, large quantities. Fas or c&f. Import license No. 281867. Quotation date November 17. S. Amir Mohideen & Co., Ltd., 397 Enayet Bazar Rd., Chittagong. Loan No. 391-H-066. U.S. source.★ SBC-427.

■ Vitaminets forte, belladenal, tablets and retard, bellergal, cafergot, calcium syrup, methergin, optalidon, asmac, vi-daylin m, pantozyme, vicks vaporub, tricreanalate gel; phillips milk of magnesia, rejectal t, and c with liver. Various descriptions, quantities. Approx. $5.200. C&f Chittagong. Import license No. 298606. Quotation date, November 15. Bul Bul Stores, Anderkilla, Chittagong.★

■ Bacto agar, belladonal, bellargal, methergin, n.a., tricreanalate gel, vidaylin, vicks vaporub. Various descriptions. Total $7,750. Import license No. 283318. Quotation date November 16. Hospital and Surgical Supplies Co., 194/1 Mitford Rd., Dacca 1, E.★

■ P.a.s. sodium u.s., sodium salicylate, caffeine anhydrous, phenacetin; acetyl salicylic acid, sulfathiazole, sulphadiazine, u.s.p. in lb. and kilos. Import license No. 227125. Quotation date November 14. Umersons Laboratories, H/241-A, Tali Shahan, Rawalpindi. Cable, REXUMER, Rawalpindi.

All the above are for loan No. 391-H-066. U.S. source. SBC-429.

SYRIA—Pharmaceutical. Direct purchase and agency. Farmarabia, (Bakhache Khayat), P.O. box 381, Jibra'il Dallal St., Aleppo. WTD 10/16/63.

284 Soaps, Detergents, Cleansing Preparations

FRANCE—Detergents, washing powder, soaps, cleaning compounds, chemical specialties of all types, for household, commercial, and industrial uses, including dish-washing, spot-removing, paint-stripping, and maintenance products. Requests replies from manufacturers only. Direct purchase and agency. Marcel Palacin, (Ancienne Maison Plana), (wholesaler, exporter), 127 Cours de l'Yser, Bordeaux, Gironde. WTD 10/17/63.

JAPAN—Aerosol products such as stain removers, deodorizing sprays, waterproof agents, insecticides. Requests replies from manufacturers only. Katsuraya Co., Ltd., (manufacturer), 4, Nihonbashi, Kobuna-cho 1-chome, Chuo-ku, Tokyo.

PANAMÁ—Toilet soap, talcum powder, personal deodorant. Virgilio Capriles, P.O. box 303, Panamá, R.P. WTD 10/18/63.

SYRIA—Cosmetics. Elie Said & Fils, (importer, commission agent, manufacturer), P.O. box 817, Azizieh, Aleppo. WTD 10/16/63.

285 Paints, Varnishes, Lacquers, Enamels

NIGERIA—Paints. Messrs. O. Eziyi Bros., (general merchant), 88 Jubilee Rd., Aba. WTD 8/30/63.

NORWAY—Fluorescent spray paint in aerosol cans. Direct purchase and agency. John O. Borge, (importer, wholesaler), 8 Karl Johansgate, Oslo. WTD 10/15/63.

SYRIA—Paints. Elie Said & Fils, (importer, commission agent, manufacturer), P.O. box 817, Azizieh, Aleppo. WTD 10/16/63.

287 Agricultural Chemicals

GREECE—Chemical fertilizers, all kinds. Direct purchase and agency. B. Panou, Chimiste-Agronome, (sales agent), 15, rue Mavromateon, Athens 104. WTD 10/15/63.

Aldrin, benzene hexachloride, copper sulphate, ddt, dieldrin, "di-syston", malathion, parathion, "pyrenone", "systox", rotenone. Direct purchase and agency. B. Panou, Chimiste-Agronome, (sales agent), 15, rue Mavromateon, Athens 104. WTD 10/15/63.

289 Chemical Products

■ **GREECE**—Adhesive for hard box packer and for FTA, 20,000 lb. Quotations fas port of exit or other basis. Loan No. 240-H-208. U.S. source. Quotations desired by November 29. G.A. Keranis Ethnos Tobacco Industry, 39, Athens St., Piraeus. SBC-432.

ITALY—Citrus fruit essential oils. Mario Francese, (importer, exporter), via Foligno 50, Torino.

NEW ZEALAND—Iodised salt in bulk and in dispenser packs; requests replies from manufacturers only, specifying grades, packs, current prices. Amalgamated Dairies, Ltd., (general importers), Anzac Ave., P.O. box 865, Auckland. WTD 6/20/62.

PHILIPPINES—Emulsifiers. Used in formulation of liquid agricultural pesticides; and industrial applications such as fibre and textile, industrial bottle cleaning, leather processing, cosmetic, food industries. Firm interested in acting as exclusive distributors; requests literatures, prices. Direct purchase and agency. The Shell Chemical Co., (Philippines), Inc., (importer, wholesaler, indentor), Suite 43, "The House," 141 Ayala Ave., Makati, Rizal. Box 441, Manila.

291 Petroleum Refining

■ **GREECE**—White mineral oil, packed in 55 U.S. gal., fas port of exit. Approx. $6,000. Loan No. 240-H-028. U.S. source. Quotation date November 19. Dow Hellenic Chemical Industry, Ltd., Lavrion. SBC-430.

PANAMÁ—Paraffin wax. Virgilio Capriles, P.O. box 303, Panamá, R.P. WTD 10/18/63.

PHILIPPINES—Paraffin wax, fully refined and semi-refined of any melting point. Direct purchase and agency. Times Trading, (importer, wholesaler, indentor), P.O. box 155, Cebu City. WTD 4/30/63.

301 Tires, Tubes

IRAQ—Pneumatic tires and tubes for cars, trucks. Direct purchase and agency. Jalil Al-Janabi, (importer, exporter, contractor), Dafterdar Bldg. (6th fl.), Mustansir St., Baghdad. WTD 10/18/63.

■ **PAKISTAN**—Tires, tubes, various sizes, 4, 6, 10, 12 ply. 26 items. Subject to GSA Defense Materials Services procedure. S/A No. RM-042643. Loan No. 391-H-066. U.S. source. Quotations date November 29. The International Traders, Ltd., Electric House, Inverarity Rd., P.O. box 7146, Karachi 4. Cable, INTERTRADE, Karachi.★ SBC-432.

■ Tires, tubes, 8.25-20, 7.50-20, 12 ply, Y-20 type; 7.00-20, 10 ply, same; 6.00-16, 6 ply, Y-12 Jeep type. Approx. $10,500. Subject to GSA Defense Materials Services procedure. S/A No. RM 041655. PA No. 391-8913-901-356-4201. Limited worldwide (899). Quotation date November 15. S.B. Shamshad, Bros., Irani Bldg., Bhimtura, off Lawrence Rd., Karachi. SBC-430.

■ Tires, tubes, "T" type, 6.00x16, 6.40x15, 6.40x13, 6.70x15, 20 sets each; 10 ply, srl, 7.00x20, 7.50x20, 20 sets each; 12 ply, srl, 7.50x20, 20 sets; 12 ply, srl, 8.25x20, 40 sets. Loan No. 391-H-066. U.S. source. Quotation deadline November 14. IL No. 291522. City Automobile and Engineering Works, 10 M.A. Jinnah Rd., Chittagong. Subject to GSA Defense Materials Service procedure. SBC-423.

QATAR—Nylon sand tires. Abdulla Abdulghani & Bros., (contractor, importer, wholesaler), P.O. box 111, Doha, Qatar. WTD 9/2/62.

306 Fabricated Rubber Products

GERMANY—All types of rubber articles for nursery purposes and medical care (ice bags, water bottles, pacifiers, syringes); beach rubber articles (bathing caps, rubber flippers). Gummi-Kraus K.G., (importer, exporter, wholesaler, manufacturer), 7 Stuttgart-S, Olgastrasse 82. WTD 10/15/63.

307 Plastic Products

BELGIUM—Plastic wastes, acrylic scrap. Agency and/or direct purchase. Comptoir Chimique et Industriel Vervietors, S.A., (importer, agent), 2-4 rue de la Cité, Verviers—Est. WTD 7/29/63.

All types of plastic materials such as plastic panels, strips used in house construction. Direct purchase and/or agency. Comptoir Chimique et Industriel Vervietors, S.A., (importer, agent), 2-4 rue de la Cité, Verviers—Est. WTD 7/29/63.

ENGLAND—Plastic products such as pedal bins, buckets, sink sets, laundry baskets, water pitchers, storage boxes, cruet sets. Any similar medium priced item of plastic ware for kitchen and household use. Direct purchase and agency. Stemport Marketing Co., Ltd., (importer), 120-124 Tooting High St., London, SW.17. WTD 7/1/63.

Assembly and fastener devices in plastics. Direct purchase and agency. Wells and Hingley, (Sales), Ltd., (manufacturer), Aitken Mews, Aitken Rd., London, SE.6. WTD 10/15/63.

FRANCE—Polyester hulls for the fabrication of small plastic pleasure and sport boats; requests replies in French. Direct purchase and agency for the Toulouse region. Constructions Nautiques De La Garonne (manufacturer, agent, distributor), 152 Route de Blagnac, Toulouse, Haute-Garonne.

GERMANY—Plastic household articles. Gummi-Kraus K.G., (importer, exporter, wholesaler, manufacturer), 7 Stuttgart-S, Olgastrasse 82. WTD 10/15/63.

NETHERLANDS—Plastic articles such as household scouring pads. Direct purchase and agency. Mr. S.J. de Haas, (commission agent), 29 v.d. Veerelaan, Amstelveen.

NIGERIA—Laminated plastic products. K. Udeochu Bros. & Sons, (general merchant), 91 Azikiwe Rd., Aba. WTD 8/22/62.

Laminated plastic products. Sule, Asani & Bros., (general merchant), 18 Idumagbo Ave., Lagos. WTD 10/15/63.

NORWAY—Working gloves, particularly of vinyl. F.A.B. Wittke, (importer, wholesaler, manufacturer), Lillesand. WTD 10/15/63.

TANGANYIKA—Plastic laminated sheets. Cif prices preferred. Direct purchase and agency. Chaudhry & Dinsmorr, (T.), Ltd., (importer, manufacturers' representative), P.O. box 2628, Dar es Salaam. WTD 10/18/63.

314 Footwear

LIBYA—Dress, play shoes; slippers for men, women, children; requests price quotations c.i.f. Benghazi, catalogs. Bashir M. Migirisi, (importer, retailer), Medan Omar Tousson, Benghazi. WTD 8/19/63.

NIGERIA—Shoes for men, women, children. Omoshola Bros., (Nigeria), Ltd., (general merchant), P.O. box 1630, Lagos. WTD 10/15/63.

All types of footwear. Sule, Asani & Bros., (general merchant), 18 Idumagbo Ave., Lagos. WTD 10/15/63.

316 Luggage

AUSTRALIA—Luggage; lightweight, inexpensive. Fleetwings, (Qld), Pty., Ltd., (importer, wholesaler), 104 Eagle St., Brisbane, Queensland. WTD 9/26/63.

326 Pottery

NIGERIA—Kitchenware, earthenware, household. Sule, Asani & Bros., (general merchant), 18 Idumagbo Ave., Lagos. WTD 10/15/63.

China, household kitchenware. Omoshola Bros., (Nigeria), Ltd., (general merchant). P.O. box 1630, Lagos. WTD 10/15/63.

SYRIA—Kitchen and glass wares. Direct purchase and agency. Elie Said & Fils, (importer, commission agent, manufacturer), P.O. box 817, Azizieh, Aleppo. WTD 10/16/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

AUSTRALIA—Full-cargo lots of diatomaceous earth for filter aids, fillers in paint and plastic industries. Prices must be stated f.o.b. nearest port. Mr. H.J. Sieger, Heine Bros., (A'asia), Pty., Ltd., (importer, exporter), 11 Loftus St., Sydney. WTD 9/15/60.

NIGERIA—Vinyl floor tile, floor tile, vinyl asbestos, asphalt floor tile; requests replies from manufacturers with literature and price quotations c.i.f. Lagos. A. Brunnschweiler & Co., Ltd., (manufacturers' representative), 35 Whitworth St., W., Manchester 1, England. WTD 12/21/62.

331 Steel Mill Products

■ **GREECE**—Stainless steel in sheets and/or coils, approx. 40,000 lb., type 18/8 and/or type 430, various classifications, various finishes, sizes, gauges, unassorted to size and gauge or assorted to gauge only and/or assorted to both size and gauge. Fas Atlantic port, C&f and/or cif Piraeus. Loan No. 240-H-028. U.S. source. Quotation date November 22. Witten Steel Trading Co., Ltd., 3 Eleoussus St., Athens. SBC-427.

■ Stainless sheets, good flat, aisi type 302 or 304, 2B or 2D finish, 30" x 90" and larger, assorted to gauge only, 40,000 lb. Delivery fas U.S. port or cif Piraeus for 1,000 lb. Quotation date November 16. Svolos, Inc., 28-3rd September St., Athens. Loan No. 240-H-082. U.S. source. SBC-430.

■ **INDIA**—Die block requirement: nickel-chrome-molybdenum die steel to BSS-224 (1938) No. 5, to certain chemical analysis, physical properties, various sizes, 23 items, total tonnage, approx. 15 mt. Subject to GSA Defense Materials Services procedure. Reference No. DC/217/BDL/118. Import license No. CL/82/5/03201/3. Loan No. 386-H-082. U.S. source. Quotation date November 18. The Indian Standard Wagon Co., Ltd., Martin Burn House, 12 Mission Row, Calcutta 1.★ SBC-430.

■ Hot/cold rolled soft annealed steel tape, for armouring paper insulated power cables, 1"x.030", 1½"x.030", 1¼"x.030", 1½"x.040", 1¾"x.040", 2"x.040", 2½"x.040", various descriptions. Approx. $15,500. c.i.f. Loan No. 386-H-082. U.S. source. Quotation deadline November 15. IL No. DL/55/1003/03 1 01/0180. Ref. No. 63/RM:ST:5/DLF/2069. Industrial Cables, (India), Ltd., Industrial Area, Rajpura, Punjab. Cable, PINSCABLES, Rajpura, Punjab.★ SBC-424.

■ P.C.R.C. steel sheets, 20-24 g, standard sizes, annealed, deep drawing quality, for making terminal board cover, lower base and upper lower base; 40 tons, silicon sheets, 24 g, standard size for making lamination circles, 20 tons. Import license No. DL/55/969/03101/0206. Reference No. DC/217/BDL/112.

■ High speed steel required for making tools, jigs, dies and templates, round dia. 5mm. to 30 mm. x standard length, 30 mm.-60 mm., 60 mm. to 90 mm., 90 mm. to 300 mm., high nickel chromium, or equal; high speed steel square, 5 mm. to 30 mm. x standard length; high speed steel flat, 3 mm.-150 mm., 6 mm. to 150 mm., 9 mm. x 150 mm., 12 mm. x 250 mm., 30 mm. x 250 mm., all standard lengths; alloy silver steel round and square, 8,000 kilos .5 mm. to 30 mm., standard length; tool steel bits turning square, 4 mm. to 13 mm., 8% and 10% cobalt; tool steel bits parting, 9 mm. x 2 mm., 12 mm. x 2 mm., 15 mm. x 3 mm.; 18 mm. x 3 mm., standard lengths. Quantity 10,000 Nos. Subject to GSA Defense Materials Services procedure. Ref. #DC/217/BDL/111. IL#DL/55/960/03201/0137.

Both the above are for loan No. 386-H-082. U.S. source. Quotations desired by November 25. Messrs. C.R.E. Wood and Co., Pvt., Ltd., 3/13-B, DAG Extension New Delhi 1. SBC-426.

■ Cold rolled, bright, hard steel strip, sizes 41 plus/minus 0.5x1.00 plus/minus 0.02 mm., 33.120 kg.; 48 plus/minus 0.5x1.15 plus/minus 0.02 mm., 48.860 kg.; cold rolled. bright. hard. steel strip, size 55 plus/minus 0.5x1.20 plus/minus 0.02 mm., 28 080 kg.; cold rolled, bright, hard steel strip with round edges, size 5.8 plus/minus 0.02x0.75 plus/minus 0.02 mm., 9,900 kg.; cold rolled. bright, hard steel strip, size 24 plus/minus 0.5x0.6 plus/minus 0.02 mm., 1080 kg.; bright drawn steel wire, size 3.68—0.02 mm., 18 000 kg. Import license No. DL/55/651/03101/0143. Reference No. DC/217/BDL/144. Loan No. 386-H-082. U.S. source. Quotation date November 22. S. K. Agencies, Pvt., Ltd., Aligarh U.P.★ SBC-426.

■ Prime electrical steel sheets, hot rolled, uninsulated, aisi type M-15, size 0.014" x 32" x 120" long, 40 mt.; same to M-17, 150 tons; same M-19, 50 tons; cold rolled grain oriented electrical steel in coils with core plate No. 2, or carlite, M-16, 0.014" gauge, x 31" width, 50 tons, same, M-7, 60 tons. Total 350 mt. 60% shipment on U.S. flag vessel, 40 percent on Indian flag vessel. Import license No. DL/82/350/04101/0001. Loan No. 386-H-082. U.S. source. Reference No. DC/217/BDL/143. Quotation date November 22. Sankey Electrical Stampings, Ltd., Wakefield House,

Sprott Rd., Ballard Estate, Bombay 1. SBC-425.

■ M.S. plates for circulating water pipes and tanks and k.v. transmission line tower, 825 tons, various sizes, quantities. Tender No. S/184/AID. Loan No. 386-A-044. U.S. source. Bid deadline November 18. Specifications and conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. SBC-425.

■ Carbon free cutting steel, to spec. en 5, 1½" sq., 3¾" sq., 23 tons; sae 1025, 1¼", 2", 1⅞", 2⅛" sq., 48 tons; 1030, 1⅞" sq., 10 tons; 1035, 2" dia., 10 tons; 1⅞", 6 tons; 1040, 3¼, 50 tons; 1045, 5" 3½, 3⅛, 1⅞, 4¼" sq., 70 tons; en8, 3¾, 1¼, 1⅛" dia., 40 tons; en8M, 1⅝, 1¾, 2½" dia., 2½, 2¼, 3" sq., total, 130, sae-1140, 2" dia., 3" sq., 45 tons; 1141, 1⅝" sq., 10 tons; 1137, 1⅛", 2¼, 1½" dia., 50 tons; sae 1050, 1⅛, 7 tons; en 8A, 2½" sq., 8 tons; 1052, 2" sq., 10 tons; en 9, 2" sq., 3½" sq., 20 tons; Alloy steel, to various specifications and stock sizes, total approx. 250 tons. Subject to GSA Defense Materials Services procedure. Reference No. MD:03/09037. Loan No. 386-H-082. U.S. source. Quotation date November 15. Wyman-Gordon, India, Ltd., P.B. No. 6911, Bombay 54. Cable Address, WYGORDON. Cable quotations will be considered only upon receipt of follow-up quote in writing. Fas Basis. Deliveries to be spread over a three or four months period beginning in December.★ SBC-422.

■ **INDONESIA**—Carbon steel plates, sheets, hot rolled, open hearth, commercial quality, cut edge or mill edge. Standard tolerances, loose or in bare bundles of approx. 3 tons; 4' x 8' x 1/16", 1/8", 15 m.t. each; 4' x 8' x 5/16", ¼", 20 m.t. each. No. SM/T/AID-1284 497-222. Loan No. 497-K-013. U.S. source. Quotation deadline November 22. Ref. No. SM/T/AID/63.9893. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y. Cable, REPINDO. SBC-428.

ITALY—Magnetic steel sheets (seconds), nonferrous scrap, tin mill black plate rejects. Comet di R. Nahum, (importer, manufacturer), via Porta d'Archi 3/5, P.O. box 333, Genova.

JAPAN—Unannealed steel wire, grade # 0000, dia. 2.9 or 3.0 mm. continuous wire wound, weighing about 100 kg., for making steel wool. Nankai Sangyo, K.K., (exporter, importer, manufacturer), 62 Shiba Shimbashi, 6-chome, Minato-ku, Tokyo. WTD 9/4/63.

LIBYA—Electrolytic tinplate suitable for use in canning tomatoes. Plain coated, size 712 x 509 mm., 0.24 mm. thick, 120 tons; same, 0.26 mm. thick, no quantity stated. Lithographed, size 712 x 509 mm., 0.23 mm. thick, 130 tons; size 726 x 554 mm., 0.25 mm. thick, 250 tons. Desires prices for lithographed plate 4 colors, 5 colors, 6 colors. Libyan Tin Factory, Ltd., 23 Maidan Giazair, P.O. box 681, Tripoli.

MOROCCO—Electrolytic tinplate sheets (tin-coating 75), 736 mm. x 623 mm. x 0.24 mm. Requires 400 mt. delivered Casablanca before February 28, 1964. Afri-Can Embal, (manufacturer), Ave. El Hassan El Alaoui, Casablanca.

● Railroad rails, accessories, of type commonly employed in France called "Vignale" 36 kg. S13, 1200 lm. Bid deadline November 12. Monsieur l'Ingenieur Prinupal, Chef de l'Arrondissement Maritime de Fravaux, Casablanca. Tender, specifications, drawings in French.★ (Telephone: 202-WO 7-2363).

■ **PAKISTAN**—High silicon electrical steel sheets, one or both sides insulated suitably, max. core loss 1.3 watts per lb. at B. 10,000, 50 cycles in coils of 31" and/or 36" width and 0.020" thickness. C&f Karachi. Approx. $24,200. Import license No. 236647. Loan No. 391-H-066. U.S. source. Quotation date November 14. Climax Engineering Co., Ltd., G.T. Rd., Gujranwala, W. Cable, CLIMAX, Gujranwala. SBC-430.

■ Prime coke tinplate, unassorted, 1.25 lb. tin coating, 107 lb. base wgt., 150 tons, sizes 18¾ x 28", 20 x 30", 24 x 28", 21 x 31", 22 x 30", 20 x 21"; electrolytic tinplate; coating 0.75 lb., 38 or 40 G, size 24 x 28", 5 tons; electrolytic tinplate, 150 tons, 0.75 lb. coating, 107 lb. base wgt., 30 G/.18¾ x 28", 20 x 30", 24 x 28", 21 x 31, 22 x 30, 20 x 31". Approx. $26,900. Subject to GSA Defense Materials Services procedure. Import license No. 353665. Quotation date November 14. Hydari Industries, Ltd., Plot No. P/5, Sind Industrial Trading Estates, Hyderabad, W.

■ Steel sheets galvanized plain to conform to astm-A/93-58T, process of manufacture, acid bessemer, basic open hearth and electric zinc coating, 1.25 oz. per sq. ft., bright and super both sides, sizes 36 x 96" x 24, 26, 28 & 30 gauges, equal quantities in amount of $11,800. F.o.b. and freight rates per lt. Import license No. 235439. Quotation date November 18. Cable, EAGLE, Gujranwala, W.

All the above are for loan No. 391-H-066. U.S. source. SBC-429.

■ Standard prime quality, m.s. billets, in length of 18 ft. or above, heat marks die stamped and works test certificate, part 1/5, sizes 2", 2½", 3, 3½ & 4" sq. Approx. $345,900. Import license No. 235928. Pakistan Oil Expeller & Steel Re-Rolling Mills, Badami Bagh, Lahore. Cable, PAKEXCO, Lahore.

■ M.S. billets, to sae 1020/2025 heat marks die stamped on each piece in lengths of 18' or accompanied by works test certificate, size 2, 2½, 3" sq., $67,400. C&f Karachi. Import license No. 208087. Quotation date November 14. Union Foundry & Steel Re-Rolling Mills, Badami Bagh, Lahore. Cable, UNION ROLL, Lahore.

■ Cold rolled steel sheets, oiled, wrapped in waterproof paper, secured by wooden skids, bg 26 x 96" x 36"; 28 x 96 x 36"; bg 30 x 96 x 36". $12,600. Import license No. 234732. Quotation date November 14. Lesco Enamel Works, P.O. Shahdara, Lahore.

All the above are from loan No. 391-H-066. U.S. source. SBC-429.

■ Bright hand drawn nail wire, bg 9, 10%; bg 10, 20%; bg 12, 30%; bg 13, 20%, bg 14, 20%; in catchweight coils of 1 cwt. each, in one continuous length. C&f Chittagong. $77,200. IL No. 290234. Decent Industries, 8/1 Rajani Bose Lane, Dacca 1. Cable, IRONMASTER, Dacca.

■ Galvanized Iron/steel pipes, British threads, sockets, random lengths 18-25 ft; 1" dia., $2100; 1½" dia., $2100. Galvanized iron/steel corrugated sheets, 1.25 oz. zinc coating, 10/3" corrugations, 6-10 ft., 24 bg, $4200; 26 bg, $4200. IL No. 260373. M/s Associated Traders, Ltd., 10/1 Toyenbee Circular Rd., Dacca 2. Cable, ASSOTRADES.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline November 14. SBC-423.

■ Galvanized corrugated iron and steel sheets, zinc coating 1.25, prime quality, 26 bg; sheets per lt., 6' x 3', 155 Nos., 7' x 3', 133; 8' x 3', 116, 9' x 3', 103; 10' x 3', 93. IL No. 266833. Mahmudul Huq, Nutanbazar, Metha Rd., P.O. Chandpur, Dt. Comilla, E.

■ Galvanized steel plain sheets, 0.6 oz. or 1.25 oz. zinc coating per sq. ft. on both faces, 3' x 6', bg 30 or gsg 31; number of sheets per lt. for both gauges to be clearly stated. M.S. wire, bg 20, in one continuous length. Approx. $21,000. IL 290230. Naaz Metal Industries, 29/1 Purana Paltan, Dacca 2. Cable, IRONMASTER, Dacca.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline November 14. SBC-423.

■ High silicon electrical steel sheets, hot rolled or cold reduced, fully annealed, not insulated, max. core loss not exceeding 1.08 watts per lb. at 10,000 gausses, 50 cycles, type us grade No. M-36, size 72" x 36" x 0.018" thick, c&f, value $8400; high silicon foundry pig iron, U.S. grade No. FL-23, to certain analysis, $4200. Quotations should be sent in sextuplicate duly signed, separately for each item, stating f.o.b. value as well as ocean freight. Quotation to be accompanied by representative samples. Total value $12,600. Loan No. 391-H-066. U.S. source. Import license No. 248693. Quotation date November 9. S. Muhammad Din & Sons, Shahdara Mills, Lahore W. Cable, NEFANS, Lahore. SBC-422.

■ M.S. plates, 8' x 4', ⅛, 3/16, ¼, 5/8, ½" thick; m.s. sheets 8 x 4', 1/32", 16 swg, 1/16", ⅛", ¼", total 49 lt.; hot die steel shaft, 4" dia. each of 36" lengths, 1 lt.; hollow mining hex carbon drill steel rods, ⅞", 3 lt.; hollow mining hex drill steel rod 1", 3 lt. Import license No. 356327. Quotation date November 20. The Associated Cement Co., Ltd., Nelsons Chambers, McLeod Rd., Karachi. Loan No. 391-H-066. U.S. source. SBC-427.

■ New prime g.p. sheets, commercial zinc coating 1.25 oz. per sq. ft., on both sides, size 3' x 6'-10' and 4' x 6'-10', gauge 31 and 32, approx. $6,600. Loan No. 391-H-066. U.S. source. Quotation date November 17. Green Arrow Sheet Metal Industries, 344 Korbaniganj, Chittagong, E. Import license No. 191196.

■ Electrical silicon sheets, prime quality, max. core loss 1.30 watts per lb., both sides, 26 bg.; galvanized flat plain sheets, commercial quality 1.25 zinc coating, 16, 18, 22 and 26 bg. 3' x 6', 3' x 8'; m.s. strips 2" x ⅛"; mild steel hot rolled plates or sheets, ⅛, ¼"; black plain sheets hot rolled, cold rolled, commercial quality 20, 24 & 26 bg; special steel hot finished annealed tool steel; open hearth rolled m.s. equal angles, 2 x 2", 2½ x 2½" x ¼"; British standard seamless welded galvanized pipes with thread and sockets of random length, 18-21' long, ¾", 1" & 1½" dia. Approx. $28,100. Import license No. 271553. Quotation date November 18. Loan No. 391-H-066. U.S. source. Elahee Buksh & Co., 126 Sadarghat Rd., Chittagong. Cable, CARTRIDGE, Chittagong. SBS-427.

■ Galvanized plain sheets, commercial quality, 1.25 oz. zinc coating, soft, conforming to astm A 361-59T, size 8' x 3' or any other standard size, bg 20, 22, 24. Approx. $5,200. Quotation date November 22. Loan No. 391-H-066. U.S. source. Quotation date November 22. Ebrahimj Ghulamhusain Bhujwala & Sons, Wadhumal Udharam Rd., Karachi. Import license No. 349834.

■ Very soft bright galvanized iron wire to USA spec. astm designation No. A.111-52 adopted 1951-52, zinc coating spelter to astm designation No. 136, gauges 20, 22, 24, 26, 28 and 30, total 85 tons. C&f Karachi. Import license No. 352884. Quotation date November 22. Central Wire Netting & Metal Products Co., 427 Princess St., Karachi 1. Cable, WIRENETT, Karachi. SBC-427.

■ Galvanized plain sheets, soft, commercial

quality, 1.25 oz. zinc coating, to astm A-361-59T, 8′ x 3′, bg 26, 28, 30. C&f Karachi. 100% U.S. flag vessels. Approx. $5,900. Loan No. 391-H-066. U.S. source. IL No. 348781. Turner, Grahams of Pakistan, Ltd., No. 3 Mandviwala Chambers, Wood St., Karachi. SBC-424.

PHILIPPINES—Stainless steel sheets, shafting bars. Aisi 304 annealed and pickled, centerless grind after cold drawn; bright finish, smooth surface, non-magnetic; tolerance JIS G3123 No. 2, length: in uniform length of 20 ft. Direct purchase. B. Benedicto & Sons Co., Inc., P.O. box 2597, Manila, (Home office: 141-147 Plaridel St., Cebu City). WTD 7/9/62.

● **TAIWAN**—Medium carbon steel sheets and plates, sae 1045/1050, 4′ x 8′ x 1/16″-3/32″-1/8″-3/16″ and 1/4″ thick, 8000 lb. High speed tool steel round bars, sae-T5, ce-W18-4-2-8, 1/4″ to 6″ dia., 7500 lb. Job No. GF3B-15054-A-2, bid deadline November 14. Purchasing Dept. Central Trust of China, 68 Yen Ping S. Rd., Taipei.★ (Telephone: 202-WO 7-2363).

● Steel channels, 180 x 75 x 7, depth 180 mm., flange width 75 mm., web thickness 7 mm., flange thickness 10.5 mm., wgt. per meter 21.4 kg/m, lengths 22 ft., 90 pcs.; 30 pcs. same but cut to 18 ft. lengths; 100 pcs., 125 x 65 x 6, depth 125 mm., flange width 65 mm., web thickness 6 mm., flange thickness 8 mm., wgt. per meter 13.4 kg/m, lengths 28 ft., 100 pcs. same but cut to 30 ft. lengths. Job No. GFA-16692-R-K, bid deadline November 19. Purchasing Dept., Central Trust of China, 68 Yen Ping S. Rd., Taipei.★ (Telephone: 202-WO 7-2363).

TANKANYIKA—Mild steel rounds, angles, flats, channels, joists, squares, sheets and plates; galvanized plain and corrugated sheets; wire nails, nettings and ropes; other building and construction material. Also tubes and fittings for making steel furniture. C.i.f. prices preferred. Direct purchase and agency. Chaudhry & Dinsmorr, (T.), Ltd., P.O. box 2628, Dar es Salaam. WTD 10/18/63.

332 Iron, Steel Foundries

■ **VIETNAM**—Cast iron pipe in accordance with Federal specification WW-P-421 a, type III, class 150. 18 ft. lengths, 4″ size, flanged and plain. 16 400 ft.; mechanical joint fittings to spec. ASA A-21-10. class 250. standard tar coating; joint material: gate valves for underground installation. Mill certificate required. fob prices must include inland freight and forwarding fees. Offers reviewed on c&f basis only. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. Limited worldwide (901) source. Quotations desired by November 18. Descours & Cabaud, 61 Pasteur, Saigon.★ SBC-428.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **IRAN**—Supply of underground armoured oiled cables low tension sizes 3 × 75 + 50 (500 meters), 3 × 50 + 35 (500 meters), 3 × 35 + 25 (500 meters), 3 × 25 + 16 (500 meters), 3 × 16 + 10 (1000 meters); bid deadline December 27. The Iranian Tobacco Monopoly, Foreign Purchasing Dept., Ghazvin Ave., Teheran. One copy of general conditions, specifications available for reference only in Copper Division, BDSA, Department of Commerce. Washington, D.C., 20230. (Telephone: 202—WO 7-2162).

● Supply of copper tape 80 mm. x 5 mm. (100 meters), 40 mm. x 5 mm. (50 meters); support insulators low tension with pin, bolts, nuts, fasteners (60 pcs.); square type switchboard amperemeter, 0-300 amps. with relative transformer complete (30 pcs.); zero copper wire strand size 50 (500 meters). Bid deadline December 25. The Iranian Tobacco Monopoly, Foreign Purchasing Dept., Ghazvin Ave., Teheran. One copy of general conditions, specifications available for reference only in Copper Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-2162).

336 Nonferrous Foundries

■ **PAKISTAN**—Aluminum half-hard plain sheets, 14, 16, and 22 gauges; bronze ingots, copper strips. Approx. $7,000. Loan No. 391-H-066. U.S. source. IL No. 271552. Elahee Buksh & Co., 126 Sadarghat Rd., Chittagong. Cable, CARTRIDGES, Chittagong. SBC-423.

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Files, rasps, 46,800 Nos., includes various types of taper saw and knife files from 4″ to 10″; various types of half round, second cut and flat wood rasp from 6″ to 16″. Tender No. GH/66/G 11 (63-64), bid deadline November 11. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (202—WO 7-5589).

● Chisels, 67,000 Nos., includes various types, sizes of firmer, cold oct. flat, cold cross cut, diamond tungsten oct., some with handles. Quotations without samples not considered.. Tender No. GH/62/G-11 (63-64), bid deadline November 11. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202—WO 7-5589).

● Files, 45,000 Nos., includes various types of flat and half round from 4″ to 14″. Tender No. GH/64/G-11 (63-64), bid deadline November 11. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (202-WO 7-5589).

● Files, 60,425 Nos., includes various types of round, square, and three square from 4″ to 14″. Tender No. GH/65/G-11 (63-64), bid deadline November 11. The Chairman, Civil Stores Committee (1) St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

ENGLAND—Kitchen hardware; very inexpensive items. Direct purchase and agency. Jilton Manufacturing Co., Ltd., (manufacturers, importers, sales agents), 539 Holloway Rd., London, N.19. WTD 6/6/63.

FRANCE—Glaziers' tools, hardware products, supplies, such as glasscutters, hole-drillers; diamond tool-points; hand-pliers; hand-operated tackers of windowpanes on window frames, related lines; preferably newly developed articles; requests replies in French. Direct purchase and agency. J. Bouchain & Fils, (Etablissements), (wholesaler, commission merchant, painter), 108 Ave. Ernest-Ruben, Limoges, Haute-Vienne. WTD 2/8/63.

■ **GREECE**—Impregnated diamond bits, nx, bx, ax, ex bevel wall, hard matrix, 10 water ways, total 85 pcs.; diamond bits, nx 60-110 diamonds per carat, first grade, small, bevel wall, 6 water ways, same, ex, 4 water ways, 15 pcs. each; drill steels, shank 7/8″, 1″ No. 714-0840, 1639, total 400 pcs. Quotation date November 16. The Hellenic Chemical Products & Fertilizers Co., Ltd., 20 Amalias Ave., Athens. Cable, OXEAL, Athens. Loan No. 240-H-028. U.S. source. SBC-430.

NIGERIA—Tools—masons and carpenters. Omoshola Bros., (Nigeria), Ltd., (general merchant), P.O. box 1630, Lagos. WTD 10/15/63.

Builders hardware, requests replies from manufacturers with literature and price quotations c.i.f. Lagos. A. Brunnschweiler & Co., Ltd., (manufacturers' representative), 35 Whitworth St. W., Manchester 1, England. WTD 12/21/62.

■ **PAKISTAN**—Spanners, hand taps, dies, files, 79 items. Import license No. 232803. Loan No. 391-H-056. U.S. source. Quotation date November 11. The Batala Engineering Co., Pakistan, Ltd., The Mall, Lahore. Cable, BATENGCO, Lahore.★ SBC-429.

SYRIA—Cutlery. Direct purchase and agency. Elie Said & Fils, P.O. box 817, Azizieh, Aleppo. WTD 10/16/63.

TANGANYIKA—Complete range of builders hardware, such as door and window hardware, locks, latches. C.i.f. prices preferred. Direct purchase and agency. Chaudhry & Dinsmorr, (T.), Ltd., (importer, manufacturers' representative), P.O. box 2628, Dar es Salaam. WTD 10/18/63.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Various types of more sophisticated industrial gas burners. Direct purchase and agency. Barioz S.A.R.L., 32 rue Pasteur, Villeurbanne (Rhone). WTD 9/30/63.

ITALY—Radiators, tinned strips, iron pipe connectors. Direct purchase and agency. Mario Tachella, (wholesaler), via G. T. Invrea, 47r, Genova.

NETHERLANDS—Electric, coal, kerosene, gas (natural gas, coal gas, butane gas, propane gas) domestic stoves and heating appliances. Direct purchase and agency. Firma Carl Heinrich Jr., 37 Voorhaven, Rotterdam-7.

344 Fabricated Structural Metal Products

■ **GREECE**—750 barrel bolted tanks, 4 pcs., 1/4″ bottom, 1/4″ first ring, 3/15″ second ring, 10 gauge deck with outside deck support, plastic capped fin-ech—electro-galvanized bolts with dichromate finish and stainless steel bolts, nuts for bottom radial seams. Loan No. 240-H-028. U.S. source. Quotation date November 13. Thessaliki Spirit Co., 37 Argonafton St., Volos. SBC-430.

NETHERLANDS—New items, methods for repairing radiators. Bloksma Radiateurenfabriek N.V., (manufacturer), 48 Jan Hanzenstraat, Amsterdam.

NIGERIA—Metal doors, frames, metal window frames, sash, metal building products, requests replies from manufacturers with literature and price quotations c.i.f. Lagos. A. Brunnschweiler & Co., Ltd., 35 Whitworth St. W., Manchester 1, England. WTD 12/21/63.

346 Metal Stampings

ENGLAND—Household hardware: ovenware, bakeware, cookware in aluminum; mincers and slicers; wire dish racks and vegetable stands; kitchen gadgets and tool sets; hearth and fireplace furniture. Any similar medium priced item for kitchen and household use. Direct purchase and agency. Stemport Marketing Co., Ltd., (importer), 120-124 Tooting High St., London, SW.17. WTD 7/1/63.

Kitchen hardware: mainly inexpensive kitchen gadgets such as butter curlers, pastry servers, measuring spoons, tomato slicers, potato mashers, gadget sets. Direct purchase

and agency. Jilton Manufacturing Co., Ltd., (manufacturer, importer, sales agent), 539 Holloway Rd., London, N.19. WTD 6/6/63.

NIGERIA—Utensils, vitreous enameled. Messrs. O. Eziyi Bros., (general merchant), 88 Jubilee Rd., Aba. WTD 8/30/63.

347 Coating, Engraving Services

MOROCCO—Enameling plant, turn-key project. Requests replies in French. Serpac-Société d'Etudes de Représentations et de Participations Commerciales (manufacturer), 14 rue Henri-Gaillard, Rabat. A technical description of the proposed plant is available, in French, on a loan basis, from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO7-4675). WTD 8/26/63.

348 Fabricated Wire Products

● **PAKISTAN**—Wire mesh, steel, galvanized: 2' wide, 16 meshes per in., 8,000 sq. ft.; 3' wide, 12 meshes per in., 58,750 sq. ft.; 3' wide, 16 meshes per in., 34,550 sq. ft. Tender notice No. P-8/624-A/2-62, bid deadline November 9. The Chief Controller of Purchase, Pakistan Western Railway, Lahore.★ (Telephone: 202-WO 7-3602).

349 Fabricated Metal Products

■ **INDIA**—Stainless steel plate type spent wash heat exchangers, with 4 thermometers, plates, accessories; 2 Nos., set spares—necessary plates, gaskets and 4 tubes bostic solution; rotameters for measuring liquid flow rate, complete with charts, spares, tubes and floats, 4 Nos.; commander class steam flow indicator with 6 size 'D' type orifice fittings and two lengths of 16 ft. each of capillary tubing ⅜" o.d. x ¼ for connecting indicator to orifice; stainless steel centrifugal pump, complete with bed plate coupling guard, foundation bolt and 5 hp. flame proof electric motor, starter and switch; zinc gunmetal centrifugal pump, complete with 5 hp. flame proof motor starter and switch; direct float operated level controller, T.13036, complete with all necessary accessories and control valves; air operated steam flow controller with wall mounting controller, valve, necessary accessories. Import license No. 977949/DLF-157/62/HQ/CG-III, Reference No. 4(299)/63-AID.II. Loan No. 386-A-032. U.S. source. Quotation deadline December 3. The K.C.P., Ltd., 38, Mount Rd., Madras 6. Cable, KECEPE, Madras. SBC-426.

■ **ISRAEL**—Heavy duty forged and cast steel valves, must be new and produced by a major U.S. manufacturer, such as Vogt, Crane, Pacific, Powell, Wallworth. Bidder to submit a letter, protecting prices offered for duration of projects to July, 1964. S./A Nos. 293-G-6, 294-G-3 and 298-G-3. Loan No. 83. U.S. source. Bid deadline November 18. Israel Supply Mission through Litwin International, Inc., 520 E. William St., Wichita, Kansas, Attn: Mr. Nathan Shofer. Prices should be itemized and both trade and cash discounts shown. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.

NETHERLANDS—Valves, pipe connections; all kinds. N.V. Ubel, (importer), 134 Prins Hendrikkade, Amsterdam.

■ **PAKISTAN**—Sluice valves, cast iron, 2, 2½, 3, 4, 5, 6, 8", 33 doz., total; c.i. right angle valves, 2, 2½", 2 doz. each; m.s. plate, ⅛, 3/16, ¼, ⅜, ½, ¾, 1", 1 ton each, total 7 tons. C&f Karachi. 100% U.S. flag vessels, with the exemption of debarred steamers. Import license No. 358452. Loan No. 391-H-066. U.S. source. Quotations desired by November 14. The Thal Industries Corp., Ltd., 39, Lower Mall, Lahore. Cable, SUGAR LEIAH, West. SBC-428.

351 Engines, Turbines

■ **GREECE**—Engine bearings, piston rings, pistons for internal combustion engines used in vehicles, tractors, road-making equipment, industrial, marine, agricultural engines. Engines of both U.S. and foreign manufacture. Approx. $70,000. Fob port of exit. Loan No. 240-H-028. U.S. source. Quotation dated November 23. Gemco Stavropoulos-Leptourgos, Ltd., 24 Capodistriou St., Athens 147. SBC-430.

NETHERLANDS—Engines for the propulsion of yachts, small commercial craft; requests general data with technical details. Direct purchase and agency. Akerboom's Scheeps en Jachtwerf N.V., (manufacturer), 70 Grevelingstraat, Lisse.

352 Farm Machinery

AUSTRALIA—Heavy agricultural equipment for soil preparation. Mr. S. L. Gillespie, Manager & Director, L. A. Armstrong, Pty., Ltd., (manufacturer, importer), Horsley Rd., Milperra, N.S.W. WTD 11/1/62 for Waugh & Josephson Holdings, Ltd.

AUSTRIA—Small type farm machinery to supplement own production of spraying equipment for pesticides and insecticides, and hydraulic presses for agricultural products such as fruit, wine. Direct purchase and agency. Viktor Jessernigg & Urban, (manufacturer, wholesaler, exporter, importer), 47 Schiesstattgasse, Stockerau near Vienna. WTD 10/11/63.

GERMANY—Oil-burning harrows, powered by low pressure steam generators up to 21 p.s.i. which heat the soil up to 320-400 degrees Fahrenheit for weed killing purposes. Josef Halm, 81 Ruediger Strasse, Koeln-Merheim. WTD 9/25/63.

ITALY—Automatic olive harvesting machine. The machine should be adapted for use in hilly as well as flat areas. Salvatore Marini, S. Demetrio Coroni (Cosenza).

353 Construction Machinery

● **ARGENTINA**—Worldwide request for bids (Spanish preferred)—tender No. 4419, one pile driver plus spare parts, bid deadline November 12; tender No. 4420, 100 pneumatic hammers plus spare parts, bid deadline November 13; tender No. 4421, 5 vibrating rollers plus spare parts, bid deadline November 14; tender No. 4422, 20 vibrating screens plus spare parts, bid deadline November 15; tender No. 4423, 2 asphalt pavement finishing loaders plus spare parts, bid deadline November 18; tender No. 4424, 8 tandem drive rollers plus spare engine and parts, bid deadline November 19. Copies of conditions and specifications tender No. 4419, 50 Argentine pesos. For tenders 4420 through 4424, 100 Argentine pesos. Direction Nacional de Vialidad, Division Compras, Avda. Maipu 3, Planta Baja, Buenos Aires.★ (Telephone: 202-WO 7-5566).

AUSTRALIA—Earthmoving equipment and materials-handling equipment such as mobile, self-propelled cranes. Mr. S. L. Gillespie, Manager & Director, L. A. Armstrong, Pty., Ltd., (manufacturer, importer), Horsley Rd., Milperra, N.S.W. WTD 11/1/62 for Waugh & Josephson Holdings, Ltd.

■ **CHINA**—Machinery spare parts for "Lima" 1½ cu. yd. 25 ton crane shovel, model 604, serial No. 3285-49. PIO/C No. 484-34-512-9-10234. Limited worldwide (898). Bid deadline November 25. Invitation No. US-C-994A-1. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei, Taiwan. Specifications and conditions may be obtained from Mr. Joseph Wei, Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, 61 Broadway, New York, N.Y., Rm. 2123. SBC-428.

DENMARK—Two or four wheel vehicles with mounted front-end shovel attachment suitable for connecting to bull dozer blade. Vehicles of 50-300 hp. Shovels from ⅝ cu. yd. up to 2½ cu. yd. A/S C.H. Clausen, (importer, wholesaler, retailer), Broager. WTD 10/2/62.

■ **GREECE**—Tractor-scraper combinations, 5; bulldozer with ripper and attachment. Tractor-scraper combinations, 3; bulldozer with ripper and attachments. (Two separate orders). C.i.f. Piraeus. Loan No. 240-H-028. U.S. source. Quotation date November 29. Proodeftik 24, Em. Benaki St., Athens. Interested suppliers may provide price lists, catalogs, or other descriptive material on which orders may be based. SBC-432.

■ **INDIA**—Small dozers of 90 to 120 flywheel, b.h.p. class D-6, 2 Nos. Ism reference No. D/ENQ/799. Tender No. S/Project/33043-P/I. Bid deadline November 26.

■ Crawler tractors with ripper attachment and push plate 380-430 class, 3 Nos. Ism reference No. D/ENQ/798. Tender No. S/Project/33036-P/I. Bid deadline November 27.

Both the above are for loan No. 386-H-082. U.S. source. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. Tender fees (not refundable) $2.10 each. SBC-432.

■ Intake gate for power tunner; hoisting arrangement, gears. Tender No. S/178/AID. Loan No. 386-H-061. U.S. source. Bid deadline November 27. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008, where specifications and conditions may be obtained. Tender fee (not refundable) $2.10 each. SBC-432.

■ Dumpers 15 to 20 tons capacity, with spares for two years normal working, 4 Nos.; truck mounted excavator with crane attachment, with recommended spares for two years normal working; International crawler mounted loader with spares; one set primary and secondary gyratory crusher. Import license Nos. 977836, 977839 and 1200728/T. Reference No. 65(5)-082-AID.III. Loan No. 386-H-082. U.S. source. Quotation date November 30. Uttam Singh Dugal & Co., Pvt. Ltd., 11 Marina Arcade, New Delhi. SBC-432.

■ **INDIA**—Crawler tractors with accessories, spare parts, 3 Nos. Loan No. 386-A-021. U.S. source. Bid deadline November 22. Tender No. S/177/AID. Tender fee, not refundable, $1.00 each. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008, where specifications and conditions available. SBC-428.

■ **INDONESIA**—Conveyor belts: 24" wide x 5 ply 32 hdnf style B, with ⅛" top x 1/16" pulley cover, 101 ft. 6½" net endless length; same, except 14" wide, 89' 3" net endless length; 24" wide style B uniflo 40, ⅛" top x 1/16" pulley cover, 103' 4" endless length; same, except 16" wide, 213' 3" endless length; 16" wide x 4 ply 28 hdnf style W, with ⅛" top x 1/32" pulley cover, 98' 5" endless length;

same, except 24" wide, 114' 10" net endless length; 2 each. No. SM/T/AID/0184 497-49. Loan No. 497-K-013. U.S. source. Quotation deadline November 22. Ref. No. SM/T/AID/63.9893 Indonesian Supply Mission, 5 E. 68th St., New York, N.Y. Cable, REPINDO. SBC-428.

■ Crawler tractors, 135-170 bhp, 100 Nos. Loan No. 286-H-082. U.S. source. Bid deadline November 14. ISM Reference No. D/ENQ/795. Tender No. Project/3123-P/I. Tender fee, not refundable, $2.10. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-423.

■ Coal weighing scales, 25 sets; fuel oil pumps, heater, transfer pumps, 5 sets; chemical feed equipment, 5 sets; turbine oil purification system, 6 sets; fire water pump and drives, 1 No. Loan No. 386-H-077. U.S. source. Bid deadline December 13. ISM Ref. No. D/ENQ/790. Tender No. S/Project/3166-P/Satpura/Group-B3/V. Tender fee, not refundable, $52.50 each. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications, conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-423.

■ Crawler tractors 140-170 hp., 2; motor graders 115-125 hp., 4; 50-ton tractor trailer unit; 20-ton tractor trailer units, 2. Loan No. 386-H-082. U.S. source. Bid deadline November 12. ISM ref. No. D/Enq/788. Tender No. Project/3125-P(B)/Motor Grader/I. Tender fee, not refundable, $2.10 each. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications, conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-423.

■ Ferro-alloy jaw crusher, capacity 17 tons/hr. min., size of crusher inlet, 10" x 20", feed size max. 8", reducing to 1½", speed of pitman 250 r.p.m. To certain construction, including toggles, drive, accessories, spares, motor, electrics. Specification Nos. SMS/SPEC/79 (Rev. 1) and ES-4217A. Reference No. P/355024. Loan No. 386-A-055. U.S. source. Quotation date November 23. The Tata Iron and Steel Co., Ltd., Jamshedpur.★ SBC-425.

■ Drott skid shovel for steel melting shop No. 2, indirect injection, 4 cylinder engine drive, all weather electric starting, closed hydraulic system, gear type mounted pump, three valve control unit, hydro spring shock absorber, engine clutch single plate, steering clutches spring loaded, multi-plate, one for each track, heavy duty bucket, illustrative catalogs or drawings should be furnished with tender. Reference No. P/355103. Specification No. CED/PSM/SP/113. Loan No. 386-A-055. U.S. source. Quotations desired by November 23. The Tata Iron and Steel Co., Ltd., Jamshedpur. Subject to certain general conditions. SBC-425.

■ Motor scrapers, capacity 21-25, cu. yd., struck with two or four wheeled tractor unit and two wheel trailing unit with heavy duty low pressure, off highway tires and replaceable cutting edges, 4 Nos. Loan No. 386-H-082. U.S. source. Tender No. S/Project/3120-P/ID/ENQ/763. The Director General of Supplies and Disposals, New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-424.

■ Rubber tired shovel of 2.3.4. cu. yd. capacity for Joda West Manganese Mines. Max. lift about 12'-0", equipped with water cooled diesel engine of about 140 h.p. with electrical starting system operated from 24 v. storage batteries. Heavy duty steel mill bucket of 2¾ cu. yd., heavy duty steel mill bucket of 2¼ cu. yd. capacity with side tipping arrangements, additional accessories. To certain general conditions. Specification No. CED/MQ. MnM/79/63. Import license No. A 545748. Reference No. 73(27)/63-082-AID.III. Loan No. 386-H-082. U.S. source. The Tata Iron and Steel Co., Ltd., Jamshedpur.★ SBC-426.

● **IRAQ**—Two (2) fork lift trucks; 4 cylinder diesel, 35-40 b.h.p., equipped with water cooled exhaust manifold, flameproof and mechanically operated starting devices. Tender No. 36/63, bid deadline, November 26. Secretary, Tender Committee of Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-5589).

ITALY—Rotary drilling rig for depths up to 2000 ft., with a dia. of 27 in.; requests descriptive literature. Alfredo Sigismondo, (manufacturer), Corso Margherita 120, Pisticci (Matera).

SOUTH AFRICA—Lime spreaders, tractor drawn. H. Pistorius & Co., (Pty.), Ltd., (fertilizer miners and merchants), 71 Voortrekker Rd., Potgietersrus, Transvaal.

VENEZUELA—Exploratory drills with diamond bits such as ex, ax, bx and nx types; requests replies in Spanish. Remacon, S.A. Apartado del Este No. 4762, (importer, distributor, sales agent), Centro Comercial Bello Monte, Avenida Principal de Bello Monte a lado de Sears, Caracas. WTD 10/8/63.

354 Metalworking Machinery

AUSTRALIA—Machine for continuous cold-forming of helicoid conveyor flighting. To be capable of producing flighting with outside dia. from 4 in. to 16 in. and center dia. from 1⅜ in. to 4 in. Direct purchase. R. & N. Trading Co., Pty., Ltd., (manufacturer, wholesaler, retailer), 45-47 Wyong Rd., Lambton, Newcastle, N.S.W. WTD 2/25/63.

BELGIUM—New industrial tools, power-driven; especially new patented specialties. Direct purchase and agency. Mr. Willers, Manager of Tool Div., Electromecanique, (manufacturer), 19, rue Lambert Crickx, Brussels. WTD 8/24/62.

GREECE—Bolt and nut-making machinery. Requests replies from U.S. manufacturers with brochures and price quotations. Vasilios St. Mitsas, (merchant), 22 Leontos Sofou St., Thessaloniki.

■ **ISRAEL**—Mission, or equal, series 100 hammermill model A-32-10, 3¼ o.d., operating pressure 100 psi, air consumption 100-200 cfm, 3 Nos.; hammerbits, 4¼", 25. S.A No. 791/1/503. Loan No. 83. U.S. source. Delivery desired by February 1964. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y., Attn: Mr. Nisen. Tenders should refer to S/A No. and be prepared on basis of fas U.S. port of exit. Prices should be itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer. Bid deadline November 18. SBC-432.

ITALY—Gas cutting torches, oxygen and acetylene, for metal sheets. G.F.B. di Ferrero Antonino, (manufacturer), via G. da Verazzano, 26/a, Turin.

NETHERLANDS—Servicing and control apparatus for pipe lines; mechanical measuring apparatus especially for screw threads measurement, pneumatic, electro-technical; comparators; surface finishing control equipment. Direct purchase and agency. Fa. Denis de Ploeg, (commission merchant), 8a Plein, The Hague. WTD 10/15/63.

355 Special Industry Machinery

ARGENTINA—Machinery for the manufacture of waxed paperboard milk containers; requests replies in Spanish. Envases Villa Maria, S.A., (manufacturer), Ruta 9, Km. 556, C. Correo 2234, Villa Maria, Provincia de Cordoba.

AUSTRALIA—Machinery to internally size extruded plastic pipe. Electra Industrial Cables, Pty., Ltd., (manufacturer), 110 Montague Rd., South Brisbane, Queensland. WTD 7/31/63.

BRAZIL—Used wood screw manufacturing machinery capable of producing twenty thousand units daily of one-quarter to one-inch hexagonal headed, square headed, wood screws. Industria Paraense Recon, Ltda., 236 rua Jeronimo Pimentel, Belém, Pará. WTD 10/11/63.

CHILE—Equipment, machinery, tools for complete poultry slaughterhouse and cold storage. Andrés Neubauer R., (importer, wholesaler), Estado 260, oficinas 602-603 (Casilla 2436), Santiago. WTD 10/17/63.

GREECE—Extruding machine for the plastic industry. Requests brochures and price quotations. Stefanos Marinos, (retailer), 21 Venizelou St., Thessaloniki.

Extruding machinery for the plastic industry. Requests quotations from manufacturers. Manakides & Kokkonis, (engineer), 19 Kominon St., Thessaloniki.

HONDURAS—Knitting machines for making cotton undershirts, panties, and woolen sweaters, caps for infants. Elías J. Saadeh, (manufacturer), 5a Avenida No. 319, P.O. box 49. Comayagüela, D.C. WTD 10/16/63.

IRAQ—Machinery for granulating licorice root. Direct purchase and agency. Jalil Al-Janabi, (importer, exporter, contractor), Dafterdar Bldg., (6th fl.), Mustansir St., Baghdad. WTD 10/18/63.

One ball mill, one roll mill (single), and one roll mill (triple). Mr. A. O. Zenoontian, Al-Rafidain Commerce & Commission Bureau, (importer, wholesaler), Ashar, Basra. WTD 8/27/63.

JAPAN—Automatic machinery for laminating filter paper to metal plates. Tokyo Roki K.K. (manufacturer), 240, Ichinotsubo, Kawasaki City, Kanagawa Prefecture. WTD 10/7/63.

Carton forming and gluing machine, multi-purpose; machinery should be capable of producing cartons in variety of sizes, e.g., size may range from 10 cm. x 10 cm. x 3 cm. to 30 cm. x 30 cm. x 5 cm. Central Co., Inc., (Central Shika Kogyo K.K.), (manufacturer), 3 Ohji 5-chome, Kita-ku, Tokyo. WTD 10/3/63.

Electro-polishing equipment for sliced germanium and silicon used in manufacturing of transistor parts. Mr. Y. Hayashi, Hitachi, Ltd., (manufacturer), Musashi Plant, Kodairashi, Tokyo. WTD 10/15/62.

MEXICO—Shoe-making machinery. Direct purchase and exclusive agency. Canada, Proveedora Industrial, S.A., (importer, wholesaler, manufacturer, sales agent), Apartado Postal (P.O. box) 272, Esfuerzo Nacional No. 220. Naucalpan de Juarez, Edo. de Mexico. WTD 6/5/63.

MOROCCO—Glass making equipment: automatic press and blow machine, bottle blowing machine, feeder, oil-fired Lehr. Union Commer-

ciale Indochinoise et Africaine, (L'U.C.I.A.), (manufacturer), 137, Blvd. de la Résistance, Casablanca. WTD 12/18/61.

Turn-key plant for production of corn starch and glucose; requests replies in French. Serpac-Société d'Etudes de Représentations et de Participations Commerciales, 14, rue Henri-Gaillard, Rabat. WTD 8/26/63.

NETHERLANDS—Automatic poultry equipment such as egg handling, dressing, feed equipment. Direct purchase and agency. E. A. Lokhorst N.V., (importer, wholesaler), 27 Leinweberstraat, (P.O. box 61), Veenendaal. WTD 1/30/63.

Sanding and polishing machines. Direct purchase and agency. Fa. Denis de Ploeg, (commission merchant), 8a Plein, The Hague. WTD 10/15/63.

■ **PAKISTAN**—Project to modernize section of existing factory where mandrel build industrial hoses are manufactured by installing yarn braider, complete with devices for solution impregnating, outer rubber and vulcanizing tape wrapping, including machine for braiding hoses on mandrels with yarn, for hoses having ¾" to 2½" outside dia.; complete plant for manufacturing latex dipped goods, complete with ball mill and vulcanizing chamber for producing 1500 pairs gloves or 4000 pcs. football bladders in 8 hrs.; precision 3-rolls rubber calendar for producing 36" width sheetings. Loan No. 194. Worldwide (899). Quotations desired by November 18. National Rubber Works, Cantonment Rd., Sialkot City. Cable, RUBBER, Sialkot City. SBC-430.

■ Machinery for balancing, modernizing, extending bicycle industry; double-ended polishing machines type DP3, 5 Nos.; selenium rectifiers, type 450, 2 Nos.; bluthardt heavy-duty production-drilling machine #4BA; bluma multi-spindle drilling head; extras for special equipment. Loan No. 391-A-032. Worldwide (889). Quotation deadline November 11. Pakistan Cycle Industries, Ltd., 34 Jinnah Ave., Eastern House, 3rd Fl., Dacca 2. Cable, PACIL. Additional information, if required, is available from the Bank of America, 41 Broad St., New York, N.Y.★ BSC-424.

PHILIPPINES—Core veneer machinery. Direct purchase. Gay, Inc., (importing distributor, exporter, producer), 5th Fl., R & B Bldg., Dasmarinas St., Manila. WTD 4/28/61.

SYRIA—Complete machinery system for a baker's shop. Direct purchase and agency. Fakher Ayyashi & Co., P.O. box 225, Majidieh Quarter, Aleppo. WTD 10/17/63.

356 General Industrial Machinery

■ **GREECE**—Engine bearings, piston rings, pistons for overhauling of engines of internal combustion, vehicles, tractors, road-making equipment, industrial, marine and agricultural engines. Engines are of both U.S. and foreign manufacture. $30,000. Basil D. Frangoulis & Co., 27 Solomou St., Athens. Bid deadline November 29. U.S. source. Loan No. 240-H-028. SBC-432.

■ Ball bearings, roller bearings, steel balls, steel rollers and needle steel rollers, to be used for automotive purposes and as spares for tractors, electric motors, farm implements, machinery. Approx. $45,000. Loan No. 240-H-028. U.S. source. Quotation date November 22. Costas Doucakis, P.O.B. 312 or 11, George St., Athens 147. Cable, DOUCOSTAS, Athens. SBC-427.

■ **INDIA**—River water pumps and electric motor drivers. Tender fee $12.60 each, not refundable. ISM reference No. D/ENQ/797. Tender No. project/2550-P/Talchar/ R.W. Pumps/VA. Loan No. 386-A-044. U.S. source. Bid deadline December 4. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Cable, DEVSUP, New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. SBC-425.

IRAN—Turbine and submersible pumps, on an exclusive basis. Quantities and other specifications are to be determined through direct correspondence. Direct purchase and agency. Partt Motor Co., Ltd., (importer), 588 Saadi Ave., Teheran. WTD 10/17/63.

ITALY—Complete automation cycle for a plant manufacturing caustic and hydrated air-hardening and semi-hardening lime. Particularly interested in an automated lime kiln. Ing. M. Agostino Capello, (manufacturer), Boves, Fraz Rivoira, Cuneo Prov.

NETHERLANDS—Small diaphragm air compressors, 220 v., 60 cycles, electric motor, direct or v-belt driven. Fabriek Spuittechnische Artikelen, (importer), 1-3 Krugerstraat, Utrecht. WTD 11/8/62.

Angle drive couplings for use in yachts. Requests general data with technical details. Direct purchase and agency. Akerboom's Scheeps en Jachtwerf N.V., (manufacturer), 70 Grevelingstraat, Lisse.

Bearings, oil seals, in the field of transmission engineering. N.V. Ubel, 134 Prins Hendrikkade, (importer), Amsterdam.

QATAR—Suction lift pumps for 3"-4" wells wells over 150 ft. deep. Abdulla Abdulghani & Bros., (contractor, importer, wholesaler), P.O. box 111, Doha. WTD 9/2/62.

● **TAIWAN**—Eight (8) sets, vertical, hollow, shaft driven turbine pumps, speed 1750-1770 rpm, capacity 1000 gpm at 100 ft. field pumping head; seven (7) sets, vertical, hollow, shaft driven turbine pumps, speed 1750-1770 rpm, capacity 1000 gpm at 150 ft. field pumping head. Tender No. G.F.B.—16972 (J), bid deadline November 18. Purchasing Dept., Central Trust of China, 68 Ping S. Rd., Taipei.★ (Telephone: 202—WO 7-5589).

● **TURKEY**—Submersible pump sets, 30; with all accessories and appropriate diesel generator sets. Tender No. 63-11T-61, bid deadline, November 11. D.S.I. Genel Mudurlugu, (State Hydraulic Works), Makina ve Ikmal, Dairesi Reisligi, Ankara.★ (Telephone: 202-WO 7-5589).

357 Office, Computing Accounting Machines

ISRAEL—Calculating machines, accounting, bookkeeping machines, other office equipment; requests replies from manufacturers only including catalogs and price lists. Direct purchase and agency. E. F. Weinstein & E. Namir, 56 Emek Israel St., P.O. box 4229, Tel Aviv. WTD 9/30/63.

JAPAN—Adding machines, time stamp machines, cash registers, calculating machines, other office machines, equipment. Mr. T. Sato, Taiyo Business Machines Co., Ltd., (importer), 4, 3-chome, Kanda-Ogawamachi, Chiyoda-ku, Tokyo.

NETHERLANDS—Mechanical office appliances, equipment. Direct purchase and agency. Isolectra N.V., (importer, wholesaler, agent), 15 a-b Bierstraat, Rotterdam-1.

358 Service Industry Machinery

■ **CHINA**—Refrigeration units, cooling towers, devices for air cooling, dehumidifying and humidifying, air circulating fans, dampers and shutters, return air filters, pneumatic control devices, air grills, heating devices, engineering service, information. Loan No. 113. Worldwide (899). Quotations desired by November 25. China Development Corp., on behalf of Far Eastern Textile, Ltd., Taipei, Taiwan.★ SBC-429.

ENGLAND—Ice-cube-making machines; club and bar equipment; waste disposal units. Agency and direct purchase. Pioneer Home Improvements, Ltd., (distributor), 69 Westbourne Grove, London, W.2. WTD 10/15/63.

GREECE—Refrigeration unit for cold storage plant of 800 m3 capacity. Requests brochures and price quotations. Arghyrios Miliatsou, (ice making industry), 34 George Kapeta St., Kilkis.

■ Open type refrigeration units, from ¼ hp.-50 hp.; semihermetic type refrigerator condensing units from ¼ hp. to 15 hp.; hermetic type refrigeration condensing units, from ¼ hp.-5 hp.; various parts of refrigeration condensing units, copper tubing, fittings, couplings, air conditioning equipment, parts, hand tools. Approx. $100,000. Loan No. 240-H-028. U.S. source. Quotation date November 21. Eteps Liacacos-Xourafas S.A., Piraeus St. 10, Athens 101. SBC-427.

IRAQ—Commercial laundry, dry-cleaning, pressing machinery. Direct purchase and agency. Abdulamir Abdulkarim Shakarchi, (importer, agent, manufacturer), Dhukair Bldg., Rashid St., Baghdad. WTD 10/5/63.

JAMAICA—Sewage disposal unit with a capacity of 30,000 imperial gal. per day of 9 hr. The unit should be able to withstand chemicals such as dental cream with n-sodium lauryl sarcosinate, light duty liquid detergent, mineral oil, caustic soda solution, dilate hydrochloric acid, sodium chloride solution, silex, heavy duty solid detergent, alcohol, chromic acid, sulphuric acid, general laboratory detergents, in small amounts. Wills Battery Co., Ltd., (importer, retailer, wholesaler, manufacturers' representative, engineers), 2 King St., Kingston. WTD 9/25/63.

MONACO—Air conditioners, power 3-4-5-7-10-15-30 tons. Firm desires assistance in publicizing merchandise and payment facilities for consigned goods. Direct purchase and agency. Omodi, Office Monégasque de Diffusion Industrielle, 4 Quai Antoine Ier. WTD 10/10/63.

■ **PAKISTAN**—Packaged water cooler, capacity 5.75 tons with water cooled condenser; fan coil units, capacity 1 and 1.75 t.r.; condensing units for R-22, nominal capacity 29.6 t.r. at 1750 Rpm, water off condenser, less motor and starter. Value not exceeding $5,900, spare parts value not exceeding $2,900, approx. c&f. Import license No. 336961. Loan No. 391-H-066. U.S. source. Quotation date November 21. Karachi Engineering Corp., Ltd., W. Wharf Rd., Karachi. Cable, KENCOLD, Karachi. SBC-427.

■ Electric motors, single phase, 50 cycle, ac 200/220 v., with capacitor and tropical insulation ¼, ½, ½ and ¾ hp. in 2800, 1500 rpm. spares; electric motors 3 phase; pumping sets, self priming; air compressors, spares; industrial air conditioners, packaged type, spare parts; alternating sets, complete; concrete vibrator capacity 6000 to 16000 vpm, spares; ammonia compressor, similar to Frick's size 7 x 7", 8 x 8", 9 x 9", 10 x 10", spares; battery charging sets. $7,500. Import license No. 360382. Loan No. 391-H-066. U.S. source. Quotation date November 20. Karachitta Syn-

ificate, Ltd., 2nd Fl., Dada Chambers, Bunder Rd., Karachi. Cable, SYNKARA, Karachi.★ SBC-427.

■ Air conditioning plant equipment, absorption type, for entire building, Telephone Exchange and Trunk & Carrier Center, Sukkur. Loan No. 391-H-046. U.S. source. Tender No. Pur. 23-22/63/508. The Director General, Telegraph & Telephone, Karachi. The detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y.—Attn: Mrs. Caparelli. SBC-424.

■ Air conditioning equipment, absorption type, for Telecommunication Bldg., Lyallpur, 2 units, 50-ton capacity each. Loan No. 391-H-046. U.S. source. Tender No. Pur. 23-5/63/507. Bid deadline November 18. The Director General, Telegraph & Telephone, Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y.—Attn: Mrs. Caparelli. SBC-424.

QATAR—Air conditioners, 1½ and 2 ton; water coolers, 16-25 gal. capacity; both for 220 v., 50 cycles. Abdulla Abdulghani & Bros. (contractor, importer, wholesaler), P.O. box 111, Doha. WTD 9/2/62.

● **SUDAN**—One (1) ice-making machine, capable of producing up to 140 lb. of ice per 24 hr., stainless steel bin to store 170 lb. tender No. 2913, bid deadline November 20. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, SW.I.★ (Telephone: 202-WO 7-5589).

359 Machinery

AUSTRALIA—Ferris wheels, carousels, other modern amusement equipment. Josef Hrabec, (sole owner), 138 Victoria St., Ashfield, N.S.W.

361 Electric Transmission, Distribution Equipment

AUSTRALIA—Precision radio test equipment including strobescopes, sound measuring equipment, null indicators, signal generators. D. P. R. Products, Pty., Ltd., (importer, wholesaler, manufacturer), Standish Rd., Rocklea E., Brisbane, Queensland. WTD 9/30/63.

Oscilloscopes: general purpose, special application and dual beam. Direct purchase and agency. General Equipments, Pty., Ltd., (importer, manufacturer), 233 Rundle St., Adelaide. WTD 10/10/63.

● **GREECE**—Portable testing sets for insulation resistance 45, cable detectors 16, portable indicators for measuring high resistance, ground, insulation, 18. Tender No. 6257, bid deadline November 30. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WOrth 7-2312).

■ **INDIA**—Auto connected transformers, 40 mva and 20 mva capacity, 220/3v, 110/3v kv single phase; spares, tools, accessories. Loan No. 386/H/061. U.S. source. Bid deadline December 3. ISM ref. No. D/ENQ/794. Tender No. S/Project/3191-P-KSEB/Trans/VA. Tender fee, not refundable, $23.10 each. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications, conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-423.

■ Furnishing of equipment and services for the transportation from rail head to power station site and installation of complete mechanical equipment, spec. No. TI-1a; same for complete electrical equipment, spec. No. TI-1b; supply of all pipes, hangers, supports, valves, fittings, specialties, spec. No. 12B; supply of all thermal insulation materials, spec. No. 13B; supply of paints and painting materials, spec. No. 14B; supply of all cables, conduits, trays, racks, grounding materials, accessories, spec. No. 9E. Tender No. D/ENQ/800. Loan No. 386-H-077. U.S. source. Bid deadline November 18. Madhya Pradesh Electricity Board, P.O. box 34, Jabalpur. Copies of specifications group M containing details of the scope of work, conditions of tendering and tender forms may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., on payment of $52.50 per copy, by money order or cash. SBC-425.

■ **THAILAND**—Power transformer, including oil 7,500/10,000 kva; OA/FA, 67,000-12,000Y/6,950 v., 3-phase, 50 cycle; same, but 15,000/20,000 kva; OA/Fa, 3 each; spare parts, 350, 110 kv bill bushing, fan assembly, transformer oil, with options. Invitation No. PDC-MEA-163. Loan No. 19. Worldwide (889). Bid deadline December 6. Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Single copies of complete invitation to bid are available from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington, D.C. SBC-425.

362 Electrical Industrial Apparatus

■ **INDIA**—Components for 150 tons/day superphosphate plants and 50/day sulphuric acid plant: variable speed drive and accessories; tankometer, accessories; crushers for superphosphate; vibrating screen for superphosphate. Various descriptions, specifications. Loan No. 386-A-055. U.S. source. Quotation deadline November 30. IL No. A-587624/61/AU-DW/CCI/L.II/RM/MACH. Ref. No. 65 (193)/62-AID I. The DC Chemical Works, (Chemical Plant Eng. & Development Division), Najafgarh Rd., New Delhi 15. Cable, TECHDESIGN, New Delhi.★ SBC-424.

■ **ISRAEL**—Graphite anodes for cathodic protection, ground beds in coil, anode size 3" dia. x 60" length, lead cable No. 8 avg 15 ft. long, flexible, oil resistant and waterproof. Loan No. 28. U.S. source. Quotation deadline November 10. S/A No. OM/4440. Delivery desired by December 30. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y. Tenders should refer to S/A No. and be prepared on basis fas U.S. port of exit. Prices should be itemized and both trade and cash discounts shown. Suppliers may devise their own forms for submitting tender in duplicate to the buyer. SBC-424.

■ Model No. f.t. 2-4742 CHO vapor steam generator, light oil-fired steam atomized, rated capacity 150 hp. normal output with 180°f. feedwater, 4810 lb/hr., design pressure, 300 psi, operating pressure, 75 to 250 psi, complete factory assembled 380 v., 3 phase, 50 cycles. Delivery desired by December 30. I/L 1215132.

■ Ammonia cooled carbon dioxide condenser; CO^2 storage tank. Delivery desired by December. S/A No. C and P-6901/58 & 60.

Both the above are for loan No. 83. U.S. source. Bid deadline November 21. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y., Atten: Mr. N. Nisen. Prices should be itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tenders, in duplicate, to buyer. SBC-432.

NETHERLANDS—Electrotechnical materials and apparatus for industrial use, including insulation materials. Direct purchase and agency. Isolectra N.V., (importer, wholesaler, sales agent), 15 a-b Bierstraat, Rotterdam-1.

■ **PAKISTAN**—Diesel driven electric generating sets, generators, diesel engines, switch board, electric motors, air conditioning equipment, diesel engines; pumps and pumping equipment, additional accessories; concrete vibrators. Import license No. 334305. Loan No. 391-H-066. U.S. source. Quotation date November 29. Trading Co. Late Hegt & Co., Ltd., Adamjee Chambers, McLeod Rd., P.O. box 4005, Karachi City, W. Cable, NOORDHOEK, Karachi.★ SBC-432.

● **TAIWAN**—Supply of 25, 30 hp., and 15, 40 hp., 220/440v, three phase, 60 cycle, a.c., drip-proof, induction squirrel cage motors, accessories. Tender Nos. GFB-16981 (L) and GFB-16082 (L), bid deadlines November 5, and November 4 respectively. Central Trust of China, Purchasing Dept., 68 Yen Ping S. Rd., Taipei.★ (Telephone: 202-WO7-4242).

● **TURKEY**—Supply of one 1.5 hp., 110 v. d.c. motor. Tender No. 3001-386, bid deadline November 11. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul.★ (Telephone: 202-WOrth 7-4242).

363 Household Appliances

BELGIUM—Freezers, home, farm, industrial. Replies from manufacturers only, with prices and conditions. Direct purchase. René Caby, (importer, wholesaler), Terrasse Saint Brice, Tournai. WTD 10/16/63.

ENGLAND—Household articles, household electrical appliances, 220 v. a.c. and 110 v. a.c. For distribution to retailers in Gibraltar, Spain, Morocco. Direct purchase and agency. Generax, Ltd., 117 Main St., Gibraltar. WTD 10/15/63.

HONDURAS—Sewing machines for use in shop making knitted infant wear, including a machine for attaching elastics on panties. Elías J. Saadeh, (manufacturer), 5a. Avenida No. 319, P.O. box 49, Comayagüela, D.C. WTD 10/16/63.

IRAQ—Refrigerators, washing machines, air coolers. Direct purchase and agency. Jalil Al-Janabi, (importer, exporter, contractor), Dafterdar Bldg. (6th fl.), Mustansir St., Baghdad. WTD 10/18/63.

QATAR—Household refrigerators, 6 to 7 cu. ft., at 220 v., 50 cycles. Abdulla Abdulghani & Bros., (contractor, importer, wholesaler), P.O. box 111, Doha. WTD 9/2/62.

364 Electric Lighting, Wiring Equipment

FRANCE—Lighting fixtures, residential; stylish glass pendants and related decorative articles suitable for sale in France. Direct purchase and agency. Marcel Delmas, (manufacturer, wholesaler, exporter), 60ter Ave. Gambetta, Montauban, Tarn-et-Garonne. WTD 10/17/63.

● **NEW ZEALAND**—Supply of 488 high intensity airport approach lights, parts. Tender No. SMQ-1362, bid deadline December 11. Stores Manager, Ministry of Works, P.O. box 8024, Wellington.★ (Telephone: 202-WO7-4242).

SYRIA—Switches; direct purchase and agency. Edmond Khayat, (importer, commission agent, manufacturer), Azizieh, Malakeh Zenobia St. No. 44, Aleppo. WTD 10/17/63.

365 Radio, Television Receiving Sets

AUSTRALIA—100 portable, battery-operated radio transceivers with frequency modulated 77.54 megacycles. Fleetwings, Pty., Ltd., (importer, wholesaler), 104 Eagle St., Brisbane, Queensland. WTD 9/26/63.

SPAIN—Loudspeakers for public address systems; hi-fi installations. Casa Ros, (importer, wholesaler, retailer), Camoens 1, Ceuta. WTD 3/8/63.

366 Communication Equipment

● **GREECE**—Supply of 117 private automatic branch exchanges, 36 telephone switchboards, 6,450 telephone sets, and associated equipment at an estimated cost of $330,000. Tender No. 6228, bid deadline November 26. Hellenic Telecommunications Organization, Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

■ **INDIA**—Station intercommunication system, one set; battery charging equipment, 2 sets; 240 v battery, 2 sets. Loan No. 386-H-077. U.S. source. Bid deadline December 11. Ref. No. ISM, D/ENQ/789. Tender No. S/Project/3165-P/Satpura/Group-K2/V. Tender fee, not refundable, $27.30 each. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-423.

■ Equipment for intercommunications system, including executive stations, 2; master stations, approx. 30 blocks, 22; trunk and line cable. For use by the Tata Engineering & Locomotive Co. Reference No. LP-1126. Loan No. 386-H-067. U.S. source. Bid deadline November 20. Additional information may be obtained from Tata, Inc., L.P. Watts, Purchasing Dept., 425 Park Ave., New York, N.Y. SBC-427.

■ Ground station equipment for long range v.h.f. air/ground voice communication. Loan No. 386-H-082. U.S. source. Bid deadline October 28. Tender No. S/171/AID. India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C., 20008—For Director General, Civil Aviation, New Delhi. Specifications, conditions may be obtained from buyer. SBC-424.

■ **INDONESIA**—Radiosonde 403 MC to u.s.w.b. spec. 458.003 (Rev.) part No. 292; 4573 pcs. No. SM/T/AID/1284 497-222. Loan No. 497-K-013. U.S. source. Quotation deadline November 22. Ref. No. SM/T/AID/63.9893. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y. Cable, REPINDO. SBC-428.

NETHERLANDS—Electronic navigational aids, incl. radar search equipment, closed circuit television systems, radio communication receivers, transmitters and transceivers; marine depth-finding equipment, and other navigation aids for use in yachts and small commercial craft. The firm requests general data with technical details. Direct purchase and agency. Akerboom's Scheeps en Jachtwerf N.V., 70 Grevelingstraat, Lisse.

NORWAY—Navigational aids such as light buoys and instruments for operation by thermoelectric generators powered by radioactive by-products. Direct purchase and agency. Sigurd Sorum, (importer, wholesaler, manufacturer), Sandvika, Oslo. WTD 3/15/63.

● **SUDAN**—Supply of a 100-line private automatic branch telephone exchange and associated equipment. Contract No. 166, bid deadline November 28. Controller, Stores and Workshops, Dept. of Posts and Telegraphs, Light Industrial Area, Khartoum S.★ (Telephone: 202-WO 7-4823).

367 Electronic Components, Accessories

AUSTRALIA—Ultrasonic cleaning equipment. Mr. H. J. Stidson, Managing Director, Associated Controls, Pty., Ltd., (manufacturer, importer), 18 Hill St., Campsie, N.S.W.

Transducers for ultrasonic cleaning equipment; electronic digital read-out display tubes. Mr. H. J. Stidston, Managing Director, Associated Controls, Pty., Ltd., (manufacturer, importer), 18 Hill St., Campsie, N.S.W.

SPAIN—Radio, TV, other electronic components; requests replies from manufacturers only; exclusive direct purchase or commission agency. Would also consider the possibility of assembling or manufacturing in Spain the products of U.S. manufacturer of these lines. Radio Hispano Suiza, S.A. (Wholesaler, importer, manufacturer), Fernando Puig 49-57, Barcelona 6. WTD 6/18/63.

371 Motor Vehicles, Motor Vehicle Equipment

AUSTRALIA—Low-cost automobile airconditioners. Fleetwings, (Qld), Pty., Ltd., (importer, wholesaler), 104 Eagle St., Brisbane, Queensland. WTD 9/26/63.

■ **INDIA**—Replacement parts for Jeep civilian CJ3B and Jeep military, various number of pieces, part numbers, descriptions, 37 items; Dodge truck, Chevrolet, Ford, Studebaker car and truck replacement parts, large assortment. Import license No. E. 031566/62/EI/CCI.Jt.B. Reference No. 60(405)/63/AID(1)/082. Loan No. 386-H-082. U.S. source. Quotation date December 1. Dharamdas and Co., 9, Manfesh Bldg., New Bhatwadi, Bombay 4. Cable, RADHASOAMI.★ SBC-426.

● Semi-trailers, 60 ton capacity, goose neck and level platform type, tender No. 459/Beas/PR/677, bid deadline December 30. Superintending Engineer, Procurement Circle, P.O. Talwara Township, Dist: Moshiarpur. Tender documents available from India Supply Mission, (D/ENQ/801), 2536 Massachusetts Ave., NW., Washington, D.C., 20008.

■ **JORDAN**—Sedans, 4 door, type II, black, unboxed, in accordance with interim federal specification No. KKK-A-00811, 4 Nos. Invitation No. 64-43. PIO/C No. 278-W-14-AC-O-30106. U.S. source. Bid deadline November 25. USAID Mission to Jordan, Supply Management Advisor, c/o American Embassy, Amman. Single copies of the detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-429.

■ **PAKISTAN**—Willy's, or equal, 1964 model Jeeps, in skd condition, complete in all respects. C&f Karachi. Approx. $24,800. Import license No. 248184. Quotation date November 14. H. Ghulam Mohammad Khan & Sons, A/C Political Agent, c/o Hunzamill, Saidpur Rd., Rawalpindi. Cable, HUNZAMIL, Rawalpindi. SBC-429.

■ Jeep vehicles, Universal CJ-5 and CJ-6, Wagoneer, Gladiator: assembly and progressive manufacture. Approx. 2000/2500 units annual initial volume. Machinery and equipment to consist of assembly fixtures, standard and special tools, resistance welding equipment and spares, rocker arm welders, controls and spares, spray painting equipment; cleaning, phosphatizing and deoxidizing equipment, paint drying oven with all accessories, air compressors and accessories, fork lift trucks, cranes. Loan No. 391-A-032. U.S. source. Bid deadline November 15. Kandawalla Industries, Ltd., Kandawalla Bldg., M.A. Jinnah Rd., Karachi. Cable, PERVERA, Karachi. Further details may be obtained from the Bank of America, 41 Broad St., New York, N.Y. SBC-428.

VENEZUELA—Spare parts, accessories for automotive vehicles. Direct purchase and agency. Repuestos Eterna, C.A., (importing distributor), Calle El Loro, Quinta Crespo, Caracas. WTD 7/25/63.

372 Aircraft Parts

MEXICO—Aircraft engines, parts, military. Direct purchase and agency. Tecnicos Abastecedores Industriales, S.A., (importer, wholesaler), Monterrey 87-606, Mexico 7, D.F. WTD 5/13/63.

373 Ship, Building, Repairing

NETHERLANDS—Ship, boat parts, components, including gangways, steering gear engines, propellers, other ship parts for use in yachts; generators and heaters, also for use in yachts and small commercial craft. Requests general data with technical details. Direct purchase and agency. Akerboom's Scheeps en Jachtwerf N.V., (manufacturer), 70 Grevelingstraat, Lisse.

374 Railroad Equipment

● **NEW ZEALAND**—Supply of 250 class "NC" steel flat cars, 3'6" gauge, worldwide tender c.m.e.'s specification No. 351. Bid deadline December 11, no extension of this date will be granted. Specifications and conditions may be procured, with drawings, from New Zealand Government Railways, Comptroller of Stores Office, Private Bag, Wellington, C.1, on payment of a fee of £50 (US$140). Tender documents may be reviewed in Rm. 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4816).

● Supply of 47 diesel-electric locomotives, 1000 hp., 3' 6" gauge, worldwide tender No. NZR 63/884, bid deadline January 15, 1964, by New Zealand Government Railways, Comptroller of Stores Office, Private Bag, Wellington C.1. Specification No. 350 and tender conditions may be obtained from the New Zealand Senior Trade Commissioner, Suite 306, 1145-19th St., NW., Washington, D.C., 20036. Tender documents, with drawings, may be reviewed in Rm. 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4816).

UNITED ARAB REPUBLIC—Consulting engineer offering his services on a retainer basis for firms interested in bidding on Government business for the supply of railroad equipment in general. Engineer Amin Wahba, (private firm), Consulting Engineer, 55 Al Gamhuria St., Cairo. WTD 1/6/62.

381 Laboratory, Scientific Instruments

AUSTRALIA—Gas Phase Chromatography Equipment: semi-preparative, temperature programming, choice of detectors. Direct purchase and agency. General Equipments, Pty., Ltd., (importer, manufacturer), 233 Rundle St., Adelaide. WTD 10/10/63.

Laser kits, Laser components. Direct purchase and agency. General Equipments, Pty.,

Ltd., (importer, manufacturer), 233 Rundle St., Adelaide. WTD 10/10/63.

ISRAEL—All kinds of drawing instruments and supplies for graphic artists, engineers, including slide rules, special drawing, drafting equipment, measuring devices, new products; requests replies from manufacturers only with catalogs and price lists. Direct purchase and agency. E. F. Weinstein & E. Namir, (importer, agent), 56 Emek Israel St., P.O. box 4229, Tel Aviv. WTD 9/30/63.

Cryogenic equipment such as measuring and control devices for very low temperatures, liquid helium and hydrogen generating machines, liquid helium containers; importer, agent requests prompt offers from manufacturers only with catalogs and price lists. Direct purchase and/or exclusive agency. Chemicals & Technical Supplies, (Green), Ltd., (importer, agent), 17 Mikve Israel St., P.O. box 10, Tel Aviv. WTD 9/4/63.

NETHERLANDS—Nautical navigation instruments, incl. gyro compasses, octants, sextants, other nautical naviagtion instruments. The firm requests general data with technical details. Direct purchase and agency. Akerboom's Scheeps en Jachtwerf N.V., 70 Grevelingstraat, Lisse.

SYRIA—Steel measuring tapes. Direct purchase and agency. Edmond Khayat, (importer, commission agent, manufacturer), Azizieh, Malakeh Zenobia Str., No. 44, Aleppo. WTD 10/17/63.

■ **VIETNAM**—Scientific instruments such as acid pumps, balance weights, beakers, cork files, flasks, hydrometers, microscopes, sterilizers, oxygen bottles, colorimeters, thermometers, test tubes, filtering funnels, bottles, beaker covers; 385 items. PIO/C No. 430-271-9-30402. U.S. source. Invitation No. 1001-20093. Bid deadline November 18. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications, conditions, general conditions may be obtained from the Embassy of Vietnam, Mrs. N. H. Quang, 2251 R St., NW., Washington, D.C. SBC-428.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

BELGIUM—Automatic control equipment, such as temperature pressure level and flow for liquid and gas; magnetic and pneumatic valves; electronic systems for these applications. Mr. Votion, Manager of Industrial Equipment Group, Electromecanique S.A., (manufacturer), 19, rue Lambert Crickx, Brussels. WTD 8/24/62.

ENGLAND—Measurement equipment: ultrasonic, electronic, welding, metal film bonding, plastics and fiber bonding, non-destructive testing, drilling. thickness measurement, liquid level and solids percentage measurement equipment. Lasers. Low-frequency vibration equipment: repetitive impact machines. Direct purchase and agency. Omega Laboratories, Ltd., 57 Union St., London, SE.1. WTD 7/21/63.

■ **INDIA**—Controls and instrumentation for four steam generating units. Loan No. 386-A. U.S. source. Bid deadline November 26. ISM ref. No. D/ENO/792. Tender No. Project/3189-P/Talchar/VA. Tender fee, not refundable, $22.25 each. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications, conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-423.

SPAIN—Precision apparatus concerned with lineal or tangential speed, complementary to those tachometers, tachograms, counters, now produced. A copy of the company's prospectus is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Aparatos de Precision D.Y.C., (manufacturer), Rosario 44, Barcelona.

383 Optical Instruments, Lenses

CEYLON—Range finder, hand held, measuring distances optically; for use in combination with a plane table board and alidade (without horizontal direction arc and tripod); requirements—base length less than 15", range about 200', magnification 6X, accuracy closer than 1/20th of distance; objective dia. and field of view as manufactured; requests quotations and specifications. Surveyor-General's Office, Branch "S", P.O. box 506, Colombo.

ENGLAND—Optical instruments such as mirrors, lenses, optical flats, prisms, monochromators, spectrographs. Direct purchase and agency. Optical Works, Ltd., (manufacturer, exporter), 32, The Mall, Ealing, London, W.5. WTD 10/9/63.

JAPAN—Latest equipment for testing the conformity of colors in dyed textiles. Requests replies with catalogues and price quotations cif Japan. Itoman & Co., Ltd., (exporter, importer), 19, 4-chome, Miyukihonmachi-Dori, Naka-ku, Nagoya. WTD 10/2/63.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Hearing aids including types mounted in spectacle frames; Safety belts, fittings. Fleetwings, (Qld), Pty., Ltd., (importer, wholesaler), 104 Eagle St., Brisbane, Queensland. WTD 9/26/63.

■ **COSTA RICA**—Medical-surgical instruments, various, 231 items, such as glass adapters and tubes, syringes, hot water bottles, trays, basins, pitchers, cups, catheters, needles, safety pins, gloves, thermometers, crutches, flasks and stethoscopes, for Children's Hospital, invitation No. 5569. Bid deadline December 6. PIO/C No. 515-22-550-950-9-70124. Limited worldwide (901). Proveeduria Direccion General de Asistencia, Apartado No. 745, San Jose. Copies of Invitation to bid and detailed specifications may be obtained from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C., Attn: Mr. Hernandez. SBC-427.

GERMANY—Diving helments, diving masks, diving shoes. Gummi-Kraus K.G., (importer, wholesaler, exporter, manufacturer), 7 Stuttgart-S, Olgastrasse 82. WTD 10/15/63.

JAPAN—Electronic medical instruments for medical research laboratories. Tokyo M. I. Co., Inc., (Tokyo M. I. Shokai, K.K.), (importer), Yonekawa 2nd Bldg., 14 Reiganjima-cho, Chuo-ku, Tokyo. WTD 10/7/63.

385 Ophthalmic Goods

AUSTRALIA—Spectacle frames of unusual design. Fleetwings, (Qld), Pty., Ltd., (importer, wholesaler), 104 Eagle St., Brisbane, Queensland. WTD 9/26/63.

386 Photographic Equipment

■ **VIETNAM**—Projector, motion picture; projector, opaque; projector, "standard" combination slide and strip film; one each. Projection screens, beaded 60 x 60 in., 2. PIO/C No. 430-271-9-3042. U.S. source. Bid deadline November 18. Invitation No. 1002-20093. Central Purchasing Authority. P.O. Box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications, conditions, general conditions may be obtained from the Embassy of Vietnam, Mrs. N.H. Quang, 2251 R St., NW., Washington, D.C. SBC-428.

387 Watches, Clocks, Parts

MEXICO—Watch parts, tools, machines used in watch repair. Doxa, S.A., (importer, retailer, wholesaler), Apartado Postal (PO Box) 2574, Palma No. 9-106, Mexico, D.F. WTD 8/15/63.

393 Musical Instruments, Parts

AUSTRALIA—Musical instruments including guitars, saxaphones, drums, electric guitars 250 v. 50 cycle), instrument strings. Fleetwings, Pty., Ltd., (importer, wholesaler), 104 Eagle St., Brisbane, Queensland. WTD 9/26/63.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—International road racing kits (model car), 1/32 scale (tracks, cars, transformers); transformer to handle 250 v. 50 cycle current. Firm can obtain immediate sales for racing cars, will air-freight to Australia. Fleetwings, (Qld), Pty., Ltd., (importer, wholesaler), 104 Eagle St., Brisbane, Queensland. WTD 9/26/63.

Toys of all types, including plastic toys and assembly kits, educational toys, riding toys; interested in toys of unusual design. 4 Corners Enterprises, Pty., Ltd., (importer, wholesaler), 94 Orchid St., Enoggera, Brisbane, Queensland. WTD 10/8/63.

Fishing spinners, particularly a type known as "drone spinners." Ashby Bros., Pty., Ltd., (importer, retailer), 144 Wickham St., Valley, or G.P.O. box 91 B, Brisbane, Queensland.

Plastic assembly kits, including model cars, planes, trains, ships, army equipment, guns, pre-historic animals; educational toys, particularly interested in toys for pre-school age children; fishing tackle, complete line, including rods, reels, line, hooks, lures. Fleetwings, (Qld), Pty., Ltd., (importer, wholesaler), 104 Eagle St., Brisbane, Queensland. WTD 9/26/63.

ENGLAND—Plastic model toys, construction kits. Model Toys, Ltd., (manufacturer, exporter, importer), 275 Kensal Rd., London, W.10. WTD 9/17/63.

Golf equipment, all types, for sale through mail order. Golfaids, 86 Fforddisa, Prestatyn, Flintshire, North Wales. WTD 10/15/63.

GERMANY—Track and field sporting novelties, excepting clothing. Hachmeister & Illing Nachf., (importer), Steintorweg 4, Hamburg.

JORDAN—Sports equipment i.e., footballs, tennis-balls, volley-balls, basket-balls; tennis rackets, tennis nets, boxing gloves; requests replies from manufacturers only. Haddad Sports Stores, (wholesaler, retailer), P.O. box 1399, Amman.

NETHERLANDS—Sporting and athletic goods and equipment, including water sports and camping articles. Direct purchase and agency. Firma Carl Heinrich Jr., (importer, wholesaler, agent), 37 Voorhaven, Rotterdam-7.

395 Pens, Pencils, Office, Artists' Supplies

AUSTRALIA—Artists' water color paints in metal tubes—non-toxic, attractively packaged.

Prices should be stated c.i.f., Sydney. Mr. J.G. Dawkins, Purchasing Officer, Heine Bros., (A'asia), Pty., Ltd., 11 Loftus St., Sydney. WTD 9/15/60.

GIBRALTAR—Pens: ball-point pens, fountain pens, desk sets. Dalamal, Ltd., (Sevilla), (importer, exporter, wholesaler, retailer), 67 Main St., Gibraltar. WTD 10/15/63.

ISRAEL—All kinds of artists' materials and supplies including inks, aids, devices for graphics; requests replies from manufacturers only with catalogs and price lists. Direct purchase and agency. E.F. Weinstein & E. Namir, (importer, agent), 56 Emek Israel St., P.O. box 4229, Tel Aviv. WTD 9/30/63.

396 Needles, Pins, Fasteners, Notions

● **BURMA**—Woolen knitting needles, hosiery needles, accessories. Estimated total value not available. Tender No. Pa/6(64 MEI 63/PM2), bid closing date December 25. Chairman, Civil Stores Committee No. (2) 77/91, Sule Pagoda Rd., Rangoon. Cable, CIVSUPS.★ (Telephone: 202—WO 7-4370).

399 Manufacturing Industries

ENGLAND—Fancyware, gift items, novelties (non-fragile). Direct purchase. Franklin Novelcrafts, Ltd., (distributor), 29 Barn Way, Wembley Park Middlesex. WTD 10/15/63.

FRANCE—Painters' and wall-paper hangers' equipment, tools, supplies: brushes—whitewash, smoothing and other types; paint rollers; sprayguns; wallpaper removers, paint, varnish removers; scrapers, polishers; paper trimmers; sanding machines; color matching machines; trowels and putty knives; home improvement sundries; requests replies in French. Direct purchase and agency. J. Bouchain & Fils, (Etablissements), (wholesaler, commission merchant, painter), 108 Ave. Ernest-Ruben, Limoges, Haute-Vienne. WTD 2/8/63.

NETHERLANDS—Toilet articles such as metal powder boxes, toilet sets, (mirrors, brushes). Direct purchase and agency. Mr. S.J. de Haas, (commission agent), 29 v.d. Veerelaan, Amstelveen.

NORWAY—Advertising novelties: printed paper and other for use in window displays, trade fair stands, and industrial advertising. Direct purchase and agency. John O. Borge, (importer, wholesaler), 8 Karl Johansgate, Oslo, WTD 10/15/63.

505 Farm Products, Raw Materials

ENGLAND—Raw furs of all kinds. Agency and direct purchase. Eker Furs, Ltd., (exporter, importer, wholesaler, broker), 17 Fournier St., London, E.1. WTD 9/13/63.

Raw furs, particularly mink, beaver, Alaskan seal. Direct purchase and agency. Deanfield Fur Models, (manufacturer, exporter, importer, wholesaler), 10 Grafton St., London, W.1. WTD 9/13/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, Tree Nut, Vegetable Farms

CANADA—Pecan nuts in shells, already bleached, polished, to be shipped in 50 lb. to 100 lb. jute bags. Also shelled pecans, unsalted. Geo. L. Edmondson & Associates, (merchandise broker, manufacturers' agent), 318 Homer St., Vancouver 3, B.C. WTD 9/27/62.

109 Metal Ores

FRANCE—Scandium, indium, gallium, cesium, dysprosium, thenium, palladium, rhodium, osmium, ruthenium. Mapren-Materiaux & Produits Electroniques & Necleaires, (importer, commission merchant), 8 rue Bellini, Paris 16e. WTD 6/7/62.

201 Meat Products

SPAIN—Canned meat, meat meal; requests replies in Spanish. Jose Torres Cuesta, (wholesaler, exporter), Isaac Albeniz 1, Granada. WTD 9/20/63.

205 Bakery Products

ITALY—First grade cookies and crackers; requests replies in Italian. Giuseppe Grasso, (sales agent, distributor), via Orsini 137/139r., Genoa.

207 Confectionery

TANGANYIKA—Chocolates, chewing gums, bubble gums, general confectionery products. C.i.f. prices preferred. Holger, (East Africa), Ltd., (manufacturer's representative), P.O. box 3070, Dar es Salaam. WTD 8/26/63.

209 Food Preparations

SPAIN—Soybean meal, linseed meal; requests replies in Spanish. Jose Torres Cuesta, (wholesaler, exporter), Isaac Albeniz 1, Granada. WTD 9/20/63.

220 Textile Mill Products

AUSTRIA—Textile mill products to supplement own production of cotton table and bed cloth, linen fabrics for garments and home decoration. Vonwiller & Co., Leinen- und Baumwollwarenfabrik, Haslach a.d. Muehl, O.Oe. WTD 9/18/63.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Cotton fabrics, plain, printed; flannelette fabrics for sleepwear, lingerie; requests replies from manufacturers only. Robert Christmas & Co., Pty., Ltd., (importer, wholesaler), 148 Edward St., Brisbane, Queensland. WTD 10/2/63.

BELGIUM—Cottonades for travel, leisure, sportswear. Ets. I. Stolz, (importer, exporter, wholesaler, agent), 24 rue de l'Autonomie, Brussels. WTD 10/15/63.

225 Knitwear

SPAIN—Women's knitwear, all kinds, requests replies in Spanish. Manuel Perez Vega (agent), Calle José del Hierro 61, Madrid. WTD 10/10/63.

227 Floor Covering Mills, Products

GERMANY—All kinds of carpets, rugs. Hans Joachim Friesicke, (agency), Eulenkrugstrasse 122, Hamburg-Volksdorf. WTD 7/21/61.

229 Textile Goods

BELGIUM—Linen fabrics for production of sportswear, travel, leisure. Ets. I. Stolz, (importer, exporter, wholesaler, agent), 24 rue de l'Autonomie, Brussels. WTD 10/15/63.

230 Apparel

BELGIUM—Sportswear, travel, leisure. Ets. I. Stolz, (importer, exporter, wholesaler, agent), 24 rue de l'Autonomie, Brussels. WTD 10/15/63.

TANGANYIKA—Ready-made wearing apparel for ladies, men, children. C.i.f. prices preferred. Agency on commission basis. Medium to low-priced. Holger, (East Africa), Ltd., (manufacturers' representative), P.O. box 3070, Dar es Salaam. WTD 8/26/63.

233 Women's, Misses', Juniors' Outerwear

GERMANY—All kinds of women's, misses' outerwear. Hans Joachim Friesicke, (agent), Eulenkrugstrasse 122, Hamburg-Volksdorf.

TRINIDAD—Ladies', children's ready-to-wear dresses; requests replies from manufacturers only. Dr. C. Launcelot Brown, (dental surgeon), 110 Frederick St., Port of Spain. WTD 4/26/63.

238 Apparel, Accessories

BELGIUM—Oiled rain-wear fabrics, men, women, misses. Ets. I. Stolz, (importer, exporter, wholesaler, agent), 24 rue de l'Autonomie, Brussels. WTD 10/15/63.

239 Fabricated Textile Products

GERMANY—All kinds of curtains, draperies. Hans Joachim Friesicke, (agency), Eulenkrugstrasse 122, Hamburg-Volksdorf. WTD 7/21/61.

GREECE—Canvas tents, awnings. Requests replies from manufacturers or exporters with price quotations. Athanasios Davidoudis, (Commission agent), 4 Monastiriou St., Thessaloniki.

242 Sawmills, Planing Mills

SPAIN—Dressed lumber (except flooring); will accept replies from producers or dealers; requests replies in Spanish. Natalio Moron Arriola, (manufacturers' representative, commission merchant), Rodriguez Arias 49—Quinto A, Escalera derecha, Bilbao. WTD 10/10/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Products

BELGIUM—Wood building panels, sections for prefabricated houses. Agency. S.A. Etablissements Materne, (wholesaler, retailer), 14 rue Gregoire Wincqz, Soignies. WTD 10/18/63.

SPAIN—Wooden building panels, both factory and lumber yard fabricated; requests replies in Spanish. Natalio Moron Arriola, Rodriguez Arias 49—Quinto A, Escalera derecha, Bilbao. WTD 10/10/63.

261 Pulp Mills, Products

PHILIPPINES—Bleached sulfite pulp. Trans-Oceanic Merchandising Co., (importing distributor, mfgr.'s agent, exporter), Wellington Bldg., Plaza Calderon de la Barca, Bx 138, Manila. WTD 1/12/63.

264 Converted Paper, Paperboard Products

GERMANY—Bed sheets, pillow cases made of paper used in sleepers; paper coveralls for professional purposes; requests replies in German. Rudolf Moeller, 22 Zietenstrasse, 46 Dortmund. WTD 6/7/62.

Coffee filter papers cut to size and packaged per samples; requests replies in German. Samples of the material desired are available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4674). Rudolf Moeller, (agent), 22 Zietenstrasse, 46 Dortmund. WTD 6/7/62.

TANGANYIKA—Office stationery, stationer's sundries, fancy paper, novelties; medium to low-priced. C.i.f. prices preferred. Holger, (East Africa), Ltd., (manufacturer's representative), P.O. box 3070, Dar es Salaam. WTD 8/26/63.

282 Synthetic Materials

NETHERLANDS—Plastics in rolls or sheets; requests replies from manufacturers. B. de Jong, (sales representative), Govert Flinchlaan 3, Zoetermeer. WTD 4/3/63.

283 Drugs

SPAIN—Pharmaceutical preparations for human consumption; requests replies in Spanish. Mrs. Guadalupe Vega Gutiérrez, (agent), Calle José del Hierro 61, Madrid. WTD 10/10/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

TANGANYIKA—Cosmetics, toilet preparations, chemist's and beautician's sundries. Agency on commission basis. Holger, (East Africa), Ltd., (manufacturers' representative), P.O. box 3070, Dar es Salaam. WTD 8/26/63.

285 Paints, Varnishes

SPAIN—Paints, varnishes, all types; requests replies in Spanish. Natalio Moron Arriola, Rodriguez Arias 49—Quinto A, Escalera derecha, Bilbao. WTD 10/10/63.

289 Chemical Products

FRANCE—Waterproofing compounds, insulating chemicals, materials (surface treatment) for the building industry. Charles Bonacorsi, (sales agent), 41 Blvd. Cambetta, Marmande, Lot-et-Garonne. WTD 9/12/63.

301 Tires, Tubes

GREECE—Tires, passenger car, sizes: 9.25-16, 9.00-16, 32-7.7, 32-7.8, 6.25/6.75-16, with or without tubes. Requests replies with price quotations. Romylos Yiotides, 17 Metropoleos St., Thessaloniki.

322 Glassware

TANGANYIKA—Decorative glassware, tumblers, cups and saucers, coffee and dinner sets, heat-resistant and unbreakable domestic glassware. Medium to low priced. C.i.f. prices preferred. Agency on commission basis. Holger, (East Africa), Ltd., (manufacturers' representative), P.O. box 3070, Dar es Salaam. WTD 8/26/63.

331 Steel Mill Products

BELGIUM—Blast furnace and electrometallurgical ferroalloys. J.H. Cobbaut, (importer, agent), 6 rue des Ateliers, Charleroi. WTD 10/9/63.

342 Cutlery, Hand Tools, General Hardware

BELGIUM—Tools, edged hand, agricultural, lawn, garden. Replies from manufacturers only, with prices and conditions. Victor Raemdonck, (sales agent), 413 Blvd. de Smet de Maeyer, Brussels, 9. WTD 10/9/63.

All kinds of non sparking hand tools. Replies from manufacturers only, giving prices and conditions. Victor Raemdonck, (sales agent), 413 Blvd. de Smet de Maeyer, Brussels, 9. WTD 10/9/63.

Builders hardware. Requests replies from manufacturers only, with prices and conditions. Victor Raemdonck, (sales agent), 413 Blvd. de Smet de Maeyer, Brussels, 9. WTD 10/9/63.

343 Heating Apparatus, Plumbing Fixtures

ITALY—Cast iron heating boilers, boiler parts, radiators, sections, convertors, baseboards. Geom. Benito Arnaldi, (commission sales agent), via Cibraio 11, Turin.

346 Metal Stampings

GERMANY—Cooking pots, aluminum, enamelled and stainless steel; manufacturer's representative requests replies from U.S. manufacturers only with price quotations cif European ports. Agency representation; requests replies in German. Franz Schwarz o.H.G., (agent), Inh. Heinz Rose, 4 Heisterbusch, Solingen-Wald. WTD 9/25/63.

353 Construction Machinery

FRANCE—Hoisting, lifting, and material-handling equipment for factories, such as lifters, elevators, stackers, pilers, and industrial and warehouse dollies; medium and heavy-duty apparatus, hydraulic or power, of modern types. Direct agency and/or distributorship. F. Breton & Cie., (retailers, manufacturers' agent), 24 Allées Frédéric-Mistral, Toulouse, Haute-Garonne. WTD 9/5/63.

MEXICO—Railway maintenance equipment. Tecnicos Abastecedores Industriales, S.A., (importer, wholesaler), Monterrey 87-606, Mexico 7, D.F. WTD 5/13/63.

361 Electric Transmission, Distribution Equipment

AUSTRALIA—Precision radio test equipment, including null indicators, bridges, sound measuring equipment, signal generators, stroboscopes; electrical relays, from miniature to 20 amps., telephone and resonant types; requests replies from manufacturers only. D.P.R. Products, Pty., Ltd., (importer, wholesaler, manufacturer), Standish Rd. Rocklea E., Brisbane, Queensland. WTD 9/30/63.

362 Electrical Industrial Apparatus

AUSTRALIA—Miniature synchronous motors; hysteresis—torque approx. 1,400 cm./grams. D.P.R. Products, Pty., Ltd., (importer, wholesaler, manufacturer), Standish Rd., Rocklea E., Brisbane, Queensland. WTD 9/30/63.

BELGIUM—Industrial electrical products, all kinds, for power plants, factories. S.A. Teco (exporter, manufacturer), 27-29 rue Servais Malaise, Bois-de-Breux. WTD 10/17/63.

PORTUGAL—Control equipment, ventilator units, industrial electrical heaters. Direct purchase and agency. Sotecnica—Sociedade Electrónica, Lda., (importer, wholesaler), 8-2° rua do Vale do Pereiro, Lisbon 2. WTD 8/13/63.

SPAIN—Welding wire; rods, electrodes; requests replies in Spanish. Jose Torres Cuesta, (wholesaler, exporter), Isaac Albeniz 1, Granada. WTD 9/20/63.

364 Electric Lighting, Wiring Equipment

AUSTRALIA—Snap action (micro) switches; requests replies from manufacturers. D. P. R. Products, Pty., Ltd., (importer, wholesaler, manufacturer), Standish Rd., Rocklea E., Brisbane, Queensland. WTD 9/30/63.

BELGIUM—Table, floor, wall and ceiling lighting fixtures; also lamps. Miss Josefina Diez Rizo, (agent, importer), 194 ave. Brugmann, Brussels. WTD 10/10/63.

367 Electronic Components, Accessories

AUSTRALIA—Silicon power diodes, silicon controlled rectifiers, zener diodes, ½ amp. to 250 amp.; requests replies from manufacturers. D.P.R. Products, Pty., Ltd., (importer, wholesaler, manufacturer), Standish St. Rocklea E., Brisbane, Queensland. WTD 9/30/63.

371 Motor Vehicles, Motor Vehicle Equipment

FRANCE—Automotive replacement, spare parts, automobile accessories of all categories suitable for sale in France, including automotive maintenance tools; requests replies in French. André Castagné, (manufacturer sales agent), 184 Ave. Saint-Exupéry, Toulouse, Haute-Garonne. WTD 9/5/63.

GREECE—Refrigerated trucks. Requests replies from manufacturers with price quotations. John Th. Hadjakis, (commission agent), 26 Vlali St., Thessaloniki.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

AUSTRALIA—Marine instruments including depth sounders, compasses, barometers, tachometers; requests replies from manufacturers. Willers & Co., (Industrial), Pty., Ltd. (manufacturers' representative), G.P.O. box 890 L., Brisbane, Queensland.

384 Surgical, Medical, Dental Supplies

NORWAY—Personal safety devices to supplement own production of dust masks, safety goggles. F.A.B. Wittke, (importer, wholesaler, manufacturer), Lillesand. WTD 10/15/63.

394 Toys, Amusements, Sporting Goods

TANGANYIKA—Toys, games, novelties, all kinds; medium to low priced. C.i.f. prices preferred. Holger, (East Africa), Ltd., (manufacturers' representative), P.O. box 3070, Dar es Salaam. WTD 8/26/63.

399 Manufacturing Industries

NETHERLANDS—Hobby equipment such as do-it-yourself kits, woodworking tools. B.J.M. Terstegge, (manufacturers' agent), 22 Weissenbruchstraat, The Hague. WTD 4/4/63.

509 Wholesalers

AUSTRALIA—All types of building equipment for light construction. Willers & Co., (Industrial), Pty., Ltd., (manufacturers' representative), G.P.O. box 890 L, Brisbane, Queensland.

Civil engineering work asked by Iraq Government

The Ministry of Industry, D.G. of Industrial Design and Construction, Iraq, invites qualified firms to tender on the civil engineering works for the Daura Power Station.

Tender documents may be obtained from the Ministry of Industry, Secretary of the Committee for Opening Tenders, Baghdad, the Embassy of the Republic of Iraq, Washington, D.C., or the offices of the Consulting Engineers, Messrs. Verbund-Plan, Ges. m.b.H., Vienna 1, Am Hof 6 A, Austria, against the payment of ID 50 (US $140) per two sets until November 30. This sum will not be refunded.

Tenders must be submitted in English and be accompanied by a deposit or a bank guarantee of ID 40,000 (US $112,000). Tenders should be marked contract No. 7/3/19—Civil Engineering Works and be delivered to the Secretary of the Committee for Opening Tenders, Ministry of Industry, Baghdad, Iraq by 12 noon local time on December 31.

Time of completion must be guaranteed in the tenders and will be an important factor of consideration in the award of the contract.

A copy of the tender documents containing the general conditions, contractual terms, technical specifications, description of works, drawings and schedules are available for review only in the office of the Building Materials and Construction Industries Division, BDSA, Rm. 4014, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3601).

UAR will construct two glucose plants

The General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha St., Garden City, Cairo, UAR, has announced a tender with a bid deadline of November 30 for two complete glucose production plants.

One of these plants will be in Cairo using maize, starch, and the other in Alexandria using rice starch. The capacity of each plant is 80 tons of glucose in 24 hrs.

A copy of the tender is available on a short-term-loan basis to firms located in the U.S. from the GIEC Division. BDSA Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Turkey extends deadline

The Post, Telephone and Telegraph Administration, Ankara, Turkey, has extended the bid deadline for the supply of telephone equipment and the construction of a manufacturing plant from September 16 to November 20. (INTERNATIONAL COMMERCE, July 29, p. 29).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

BRAZIL—Jose Fresco, representing Fibratam S.A., rua 7 de Abril 277, 8° andar, Sao Paulo, interested in U.S. manufacturers of **fiber drums** and related products with a view to negotiating a licensing agreement for recent developments in the field. Late November via New York for 10 days. Itinerary: New York.

ENGLAND—Messrs. P. Ashworth and E. K. Smart, representing Terrapin, Ltd., Haddon House, Fitzroy St., London, W.1., interested in: (1) investigating the possibilities of establishing agreements for manufacture under license of the **Terrapin system of prefabricated timber construction of light industrial and domestic buildings;** (2) investigating system of **building construction and new materials being used in the same field in the U.S.** with a view to obtaining contrafacilities for their use in the U.K. November 6 via New York for 4 weeks. c/o H. M. Minister (Commercial), British Embassy, 3100 Massachusetts Ave., NW., Washington, D.C. Itinerary: New York, Washington, possibly others.

Mr. John David, David, Flower and Co., Ltd., 454-460 Old Kent Rd., London, SE.1, interested in purchasing **printed nylon taffeta, sheers, plain and printed warp knitted nylon and acetate suitable for ladies' housecoats.** November 6 via New York for two weeks. c/o Sheraton-East Hotel, New York, N.Y. Itinerary: New York, possibly others.

Gerald S.F. Ritson, representing Development Corp. for Wales, 15 Park PL, Cardiff, Wales, interested in **establishing a branch plant or** licensing arrangements in the U.K. Here for 21 days. c/o British-American Chamber of Commerce, 355 Lexington Ave., New York. N.Y. Itinerary: New York (Nov. 4-6 and Nov. 18-23), Philadelphia (Nov. 7-8), Chicago (Nov. 11-13), Cleveland (Nov. 14-15).

IRAN—Mr. Hossein Mirdamadi, representing the Millard Co., Ltd., Ave. Darvazeh Ghazvin, Teheran, interested in representing U.S. manufacturers of **tractors, truck chassis, trailers, agricultural industrial implements, automobile parts.** Here for one month. Itinerary: New York, Washington, Chicago.

IRAQ—Hameed Hadid, representing his own firm, Al Josaq St., Mosul, interested in contacting U.S. firms who are interested in selling **medical supplies and electrical equipment (household and commercial)** to Middle Eastern countries; also interested in exporting wool to the U.S. Here for 4 months. c/o Mrs. Lye, 1931 Calvert St., NW., Washington, D.C. Itinerary: New York, Washington.

JAPAN—A 9-man team headed by Mr. Saburo Mihori, President, representing the Japan Fruit Juice Assn., 1 Nihonbashi Tori 3-chome, Chuoku, Tokyo, interested in **advanced fruit juice production and marketing techniques** in the U.S. and possible purchases of fruit juice concentrates and equipment. November 17 via San Francisco for three weeks. c/o Mr. Futakoshi, First Secretary, Embassy of Japan, Washington, D.C. Itinerary: San Francisco, Chicago, New York, Tampa, Los Angeles, Honolulu, possibly others.

MALAYASIA—Zee I. Ping, Hong Kong representative of Malaysia Textile Industry, Ltd., c/o 1208 Takshing House, Hong Kong, interested in visiting manufacturers of **textile machinery** and requesting textiles and textile manufacturing technical information. Middle of November via New York for one month. c/o Mr. K. L. Hugh Bao, 14 Second St., Hackensack, N.J. Itinerary: New York, Chicago, San Francisco, Easley, S.C.

RHODESIA—Donald M. Scott, representing E.S. & A. Robinson, (Rhodesia), (Pvt.), Ltd., P.O. box 8008, Belmont, 8 Manchester Rd., Bulawayo, Southern Rhodesia, interested in **flexible packaging developments and paper consumer goods.** November 13 via New York for 4 days. c/o E.S.&A. Robinson, (Canada), Ltd., Leaside, Ontario (10 days prior arrival). Itinerary: New York, Philadelphia.

SYRIA—Abdul Karim Nahhas, representing Zagnoun & Nahhas, Hamman el-Tel, Aleppo, interested in contacting **shoe manufacturers and exporters of shoe machinery** of the newest type suitable for small shoe factories; also requests technical information for shoe findings and shoe industry. Here for two months. c/o Elias Bourghol, 44-07 Queens Blvd., Sunny Side, Long Island, N.Y. Itinerary: New York.

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Aircraft and Aeronautical Equipment Importers and Dealers—Israel.
Chemical Importers and Dealers—Haiti.
Coffee Exporters—El Salvador.
Confectionery Manufacturers—Federal Republic of Germany and West Berlin, April.
Confectionery Importers, Dealers and Manufacturers—Portugal.
Dry Goods and Clothing Importers and Dealers—Nicaragua.
Electronic Equipment, Electronic Tube, and Other Electronic Component and Accessories Importers, Dealers, and Manufacturers—Nigeria, September.
Fruit and Nut Importers, Dealers and Exporters—Costa Rica.
Fruit and Nut Importers, Dealers and Exporters—Jamaica.
Fruit and Nut Importers, Dealers and Exporters—Philippines.
Furniture Importers and Dealers—El Salvador.
Furniture Manufacturers—Switzerland.
Hardware Importers and Dealers—Jamaica.

Hardware Importers and Dealers—Japan, September.
Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Ecuador.
Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—Panama, September.
Lumber and Plywood Exporters—Guatemala.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Portugal, September.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Syria, September.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Denmark.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Norway, September.
Metallurgical and Metal Working Plants—Costa Rica.
Metallurgical and Metal Working Plants—Honduras.
Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Ecuador, September.
Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Federal Republic of Germany and West Berlin, September.
Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Nigeria.
Oil (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Haiti, September.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Malaya.
Photographic Supplies, Dealers and Photographers—Argentina.
Provisions Importers and Dealers—El Salvador.
Rubber Goods Manufacturers—Japan.
Seed and Bulb Importers, Dealers and Exporters—Philippines, September.
Textile Industry—Bolivia, September.
Textile Industry—Uruguay, September.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C., 20230 or telephone 202-WO 7-4674 in Washington.

AUSTRIA—A so called, Trans-Alpine pipeline is being planned by a combination of Western oil companies consisting of Esso, Socony, Mobil Oil, Shell, BP and the West German firms of DEA, Geosehburg, Scholven and Winterhall. The 40-in. line with an eventual capacity of 40 to 50 million tons per yr. will proceed from the Trieste area to Udine, Gemona, and Tolmezza in Italy, thence to Koetschach, Lienz, Mattrei, Felbertauern Tunnel, Mittersill Kitzbuehl in Austria and to Rosenheim and Ingolstadt in Germany. An alternate route is also under consideration.

It is reported that the Trans-Alpine pipeline may also include an 18" spur line running from the Traunstein-Salzburg area to Linz, Austria, where a refinery with an annual capacity of 2 million tons is planned. The offices of the Esso Corp. in London, and Shell in the Hague are reportedly charged with construction and supply operations for the project.

BRAZIL—The Department of Highways, State of Rio de Janeiro, is completing studies on the feasibility of constructing a bridge or tunnel linking Rio city with Niteroi, State of Rio de Janeiro, across the 5 km. Bay. The existing highway link is 108 km. For additional information contact: Departamento de Estradas de Rodagem, Estado de Rio de Janeiro, Niteroi, Brazil.

INDIA—It was announced that the Government of India-owned Fertilizers and Chemicals Travancore, Ltd., has been asked by the Government to plan, design and construct at least three complete fertilizer plants during the Fourth Plan. FACT already has completed two expansion schemes at its Kerala fertilizer plant and currently is in the process of implementing a $25.2 million third stage expansion project.

JORDAN—It is reported that the Amman Municipality is preparing specifications for tenders for the implementation of a new municipal water system. The present plans call for the issuance of the tenders sometime during November. The total cost of the project is estimated to be $2.5 million and the Municipality has available a credit of $1 million from the International Development Association (IDA). The Municipality hopes that work on the project will begin in April, 1964, and that at least one year will be required for its completion. The project includes the construction of a new pumping station, the replacement of much of the present network of pipes, and an extension of the present pipe system.

It is also reported that the Hejaz Railway Committee is now examining offers received as a result of the most recent tender for the rehabilitation of the railway. The cost of the total project is estimated to be in the range of 8 to 9 million pounds sterling. Additional information may be available from Becker Engineering Co., Munich, Germany.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Foods

ARGENTINA—Canned fruits, vegetables, dried fruits, olive oil, honey, jams, marmalades. Requests replies in Spanish. Palmero & Cia., S.A., Jose Vicente Zapata 297, Mendoza, Provincia de Mendoza.

208 Beverage Industries

PERU—Brandy (Pisco "Tradicion"), 90 proof at 72°F; wgt.=16 kilos per case, packed. Fob Callao $14.50 per 12 bottles case (1 liter bottles), export packed (wooden cases). Mr. G.A. Feather, Industrial Services, S.A., Casilla 4084, Lima. WTD 10/15/63.

283 Drugs

NETHERLANDS ANTILLES—The Bonaire Government has available for export aloe (raw plants or processed extract) which is used in cosmetics, laxatives, burn ointment, metal processing. Samples and chemical analysis will be sent to U.S. inquirers upon request. Mr. L. A. Abraham, Director of Tourism and Economic Development, Kralendijk, Bonaire.

314 Footwear

FRANCE—Leather boots and shoes for men, women, children; footwear for home use such as felt slippers with hard or soft soles. Direct or through agents. Etablissements Simon Souillac, 51 Blvd. Godard, Bordeaux, Gironde. WTD 10/18/63.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Hand tools: lineman's, logging, mason's, miner's, plumber's. Agent requests replies from U.S. importers who seek buying agent for German goods in the Federal Republic of Germany. Eugen Goebelmann, 5 Moltkestrasse, Remscheid-Hasten. WTD 9/25/63.

352 Farm Machinery

AUSTRIA—Rotary segment pump for all types of liquids, specifically designed for agricultural purposes; can be operated alternatively by p.t.o. or motor. Austrian patent No. 228 064; patents pending in many European and overseas countries, including U.S. Manufacturer wants representation by U.S. distributor. Ferdinand Berger, Schwanenstadt. WTD 11/26/62.

362 Electrical Industrial Apparatus

ARGENTINA—Electric motors, from 1 to 500 hp, 400 to 6,000 v., iron clad. Requests replies in Spanish. Palmero & Cia., S.A., Jose Vicente Zapata 297, Mendoza, Provincia de Mendoza.

387 Clocks, Watches

MOROCCO—Clocks, watches. Dalamal, Ltd., (Sevilla), 67 Main St., Gibraltar. WTD 10/15/63.

NATO tender in Norway open to U. S. bidders

The Norwegian Joint Signals Administration announces its intention to call for bids, open to qualified firms certified eligible for NATO ICB for the delivery of low frequency cables, carrier frequency cables and loading coil material for installation in Norway.

It is estimated that cable material valued at about $135,000 will be ordered during a period of two years.

Application from prospective bidders must be submitted to the Norwegian Joint Signals Administration, P.B. 7048, Oslo 3, Norway, not later than November 11.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230.

A brochure on the NATO International Competitive Bidding is available also from the Staff.

New Books and Reports

***The Winds of Revolution: Latin America Today—and Tomorrow.* By Tad Szulc. Published by Frederick A. Praeger. New York, November 29, 1963. $5.95 (Paperbound: $2.25).**

The New York Times' man in Latin America for more than 6 years examines the chances of the Alliance for Progress to relieve what he calls the Latin American "treadmill problem": Countries must move faster and faster just to stand still economically.

He summarizes the Alliance's achievements to date, reviews the U.S. demand that political and social reform be a precondition to economic aid, and attempts to answer whether or not Western Democracy can still offer meaningful alternatives to Castro Communism for these nations in ferment.

Order from Frederick A. Praeger Publishing Company, 64 University Place, New York 3, N.Y.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Establishing a Business in Libya. OBR 63-116. 11 pp. Describes Governmental policy on investment, the National Industries Law, the Foreign Capital Investment Law, the various mining laws, development programs, Government enterprises, expropriation, procedures for entry and repatriation of capital, exchange control, external accounts, import and export licensing procedure, tariff policy, types of business organizations, regulation and licensing of foreign business operations, accounting and correspondence procedures, rules for employment of aliens, labor legislation, and the taxes which businesses are subject to.

Foreign Trade Regulations of Panama. OBR 63-119. 8pp. Describes governmental trade policy, the import tariff system, sales and other internal taxes, necessary documentation and fees, labeling and marking requirements, special customs provisions, non-tariff import trade controls, Panama's export controls and U.S. controls affecting trade with Panama.

U.S. Foreign Trade: January-June 1963. OBR 63-121. 12 pp. A series of 10 tables reflecting the U.S. trade record during the 1st half of the current year.

U.S. Trade with Major World Areas: January-March, 1963. OBR 63-127. 8 pp. Five tables, giving a regional breakdown of U.S. trade during the 1st quarter of 1963.

Free

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Bureau of International Commerce, Office of Publications and Information, U.S. Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Latin America: A Positive View.* By the Editors of *Vision*. New York, 1963. 14 pp. $1.**

A look at the encouraging side of the Latin American economic picture prepared in the hope that it will add some measure of balance to the U.S. businessman's view of Latin America.

Copies can be ordered from William H. MacLeish, Special Reports Editor, Vision Building, 635 Madison Avenue, New York 22, N.Y.

***Rundt's Overseas Market Reports. (Chile, Ecuador, Peru, Venezuela).* Published by S. J. Rundt and Assoc., New York, Fall, 1962. 33-46 pp., mimeographed. $25 each (yearly fee $100 for a minimum of 30 such country surveys scheduled each year).**

Recent overseas area economic surveys, giving detailed examination of population; economic and industrial analysis and trends; international trade by countries and commodities; U.S., Common Market and Communist country relations; monetary, financial, banking and fiscal review; production and development; employment and wages; and foreign investment.

Listings of 32 recent surveys and other international data will be furnished on request by S. J. Rundt and Assoc., 130 E. 63rd St., New York 21, N.Y.

***Brazil: People and Institutions.* (Revised ed.) By T. Lynn Smith. Published by the Louisiana State University Press. Baton Rouge, September 1963. 667pp. $12.50.**

A thorough treatment which would be useful as background material to any businessman interested in operating in Brazil. The author emphasizes the often forgotten fact that Brazil itself constitutes almost half of the entire South American continent's land mass and population.

Sections of the book treat the people, levels and standards of living, relations of the people to the land, social institutions and urbanization.

Order from the Louisiana State University Press, Baton Rouge, Louisiana, 70800.

***Mexico—Business Problems and Opportunities.* By the Editors of Business International. New York, December 1962. 48 pp. $40. ($32 to Business International subscribers.)**

A new research report designed to help businessmen tailor their policies to the realities of Mexico today. It analyzes the current Mexican industrial scene, Government and business policies and national aspirations.

Included are detailed analyses of: "Mexicanization" and its meaning to U.S. and other foreign businessmen, Government participation in industry, the sources of available venture capital, forms of business organization, tax regulations, labor costs, price controls, the cost and availability of power and communication facilities, and Mexican participation in the Latin American Free Trade Association.

"Mexico—Business Problems & Opportunities" may be obtained from Business International, 200 Park Avenue South, New York 3, N.Y.

***Venezuela: A Statement of the Laws in Matters Affecting Business.* (3d Ed.) 1962. Sales & Promotion Div., Pan American Union, Constitution Ave. and C St., NW., Washington 6, D.C. 289 pp. $5.**

One of a series of studies edited and published by the Pan American Union to provide businessmen, lawyers, and other interested persons with a summary of the basic legislation in force in each Latin American republic. Emphasis is given to laws and regulations pertaining to commercial matters.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701956/17

Calendar
for international traders

November

4—Regular monthly luncheon meeting, Houston World Trade Assn. Subject: "Education's Role and the AID program in Latin America." Speaker: Professor Frank Tiller, University of Houston, at World Trade Club, **Houston, Tex.**

4—Panel Discussion on the Foreign Credit Insurance Assn.'s role in Export Trade Expansion. Windsor Ballroom, Commodore Hotel, **New York, N.Y.** Sponsored by the World Trade Club of New York.

4—Foreign Credit Interchange Bureau "Roundtable" Conference on Foreign Finance, Credit Collection, and Exchange Problems. 1:30 p.m., Ben Franklin Hall, the Advertising Club, **New York, N.Y.**

7—Monthly meeting of the Milwaukee World Trade Club. Coach House Inn, **Milwaukee, Wis.** Speaker: Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

7—Mid-America Regional Export Expansion Conference, World Trade Center, **University City, Mo.** Sponsors: Chamber of Commerce of University City and the St. Louis Regional Export Expansion Council.

7—Export Conference at the Center for Continuing Education, Univ. of Georgia, **Athens, Ga.** Sponsors: Univ. of Georgia, Athens Area Chamber of Commerce, and Atlanta Regional Export Expansion Council.

7—Monthly Meeting of the Machinery Metals Export Club. The Advertising Club, **New York, N.Y.**

7—Lecture on "The Political Economy of the European Economic Community," by Jesse W. Markham, Professor of Economics at Princeton Univ. NYU School of Commerce, Accounts and Finance, **New York, N.Y.**

11-14—World Trade Week, **Grand Rapids, Mich.** Export Expansion Conference: 13th. Final dinner, export expansion panel discussion: 14th. Sponsors: Grand Rapids Chamber of Commerce, World Trade Committee, and U.S. Dept. of Commerce's Detroit Field Office.

12-14—Manufacturing Automation Show (Designated as an International Trade Fair). Cobo Hall, **Detroit, Mich.**

13—Profits in Exports Conference, Schine Ten Eyck Hotel, **Albany, N.Y.** Sponsors: Greater Albany Chamber of Commerce, World Trade Club, New York State Dept. of Commerce.

13—Bi-monthly meeting of the Export Division, Milwaukee Credit Men's Assn. Ambassador Hotel, **Milwaukee, Wis.**

14—Meeting of the International Trade Club of Chicago, Carson, Pirie, Scott & Company's Auditorium, **Chicago, Ill.** Speaker: William E. Barlow, President of Vision Inc. Subject: "Latin America."

14—International Trade Conference, **Lubbock, Tex.** Sponsored by the Lubbock Chamber of Commerce and the U.S. Dept. of Commerce's Dallas Field Office.

14—Lecture on "The American Corporation in the Common Market," by Charles E. Fiero, vice president of the Chase Manhattan Bank. NYU School of Commerce, Accounts and Finance, **New York, N.Y.**

18-20—50th National Foreign Trade Convention. The Waldorf-Astoria, **New York, N.Y.** Theme: "The United States In World Markets—Charting the Course for Coming Years." Sponsored by the National Foreign Trade Council.

19—Monthly Luncheon Meeting of the Cedar Rapids Chamber of Commerce's Foreign Trade Bureau. Roosevelt Hotel **Cedar Rapids, Iowa.** Speaker: Philip G.D. Adams, British Consul General in Chicago.

19—Workshop on the European Economic Community, **Kansas City, Mo.** Sponsors: International Trade Club of Kansas City and the Dept. of Commerce's Kansas City Field Office.

19—Annual meeting of the Cincinnati Assn. of Credit Management, **Cincinnati, Ohio**—"Little White House Conference" presentation by R. M. Luckey, Cincinnati Field Office Director, and Dr. K. Wilson, Univ. of Cincinnati.

19—International Trade Conference, **Longview, Tex.** Sponsored by the East Texas Chamber of Commerce and the U.S. Dept. of Commerce's Dallas Field Office.

21—Monthly dinner meeting of World Trade Club of St. Louis at Schneithorst Restaurant, **Ladue, Missouri.**

21—Lecture on "The Common Market in Economic Perspective," by Howard S. Piquet, international economist with the Library of Congress. NYU School of Commerce, Accounts and Finance, **New York, N.Y.**

22—Missouri Export Expansion Conference. Sheraton-Jefferson Hotel, **St. Louis, Mo.** Sponsors: St. Louis Regional Export Expansion Council and the Chamber of Commerce Executives of Missouri.

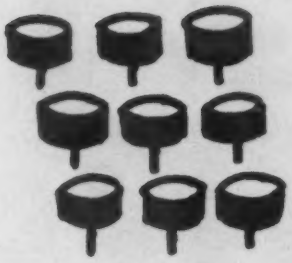
25—Michiana World Trade Club Meeting. Adams and Westlake Company, **Elkhart, Ind.**

December

5—Mid-America Conference on the European Common Market. St. Louis University, **St. Louis, Mo.** Sponsors: Metropolitan College of St. Louis University and the St. Louis Regional Export Expansion Council.

11—Monthly Meeting of the International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.** Speakers: Carl M. Blumenschein, Container Corp. of America, and Phillip Hull, Parker Pen Company.

In addition to



all of the usual departments and features

International Commerce

will include in the five December issues

1. CHECKLIST

A complete list of all publications available through the Department of Commerce (and many from other sources) of interest to the world trader.

2. INTERNATIONAL TRADE FAIRS

A worldwide list of Trade Fairs, when and where, that are important in world trade.

3. TRADE MISSION REPORTS BY

U.S. businessmen just back from:
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